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Meat Packing: Business or Speculation | Discussed in this issue

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No. 25

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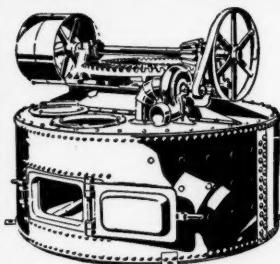
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Suggestions for Sausage Maker That Mean Money this week
on page 24

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THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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Chicago and New York, December 22, 1923

No. 25

Meat Packing: Business or Speculation?

Is It No Longer a Seasonal Business? If So, What Should the Packer Do to Meet Changed Conditions?

About a year ago the trade was in the midst of a lively discussion in the columns of THE NATIONAL PROVISIONER on "What's the Matter with the Packing Business?" Just about this time last year one writer charged that the packer was not a packer, but a gambler!

It is believed that this discussion has had some result, and that the industry has come to a clearer realization of its situation than it once had.

It might be interesting and valuable at this time to review the situation, and—looking back on what has passed—try to arrive at the facts.

These may be summed up in the series of three articles prepared by a student of the packing business, of which the following is the first.

I—A Study of the Hog Supply

In a lecture on "Pork Operations," given last spring at Mandel Hall, University of Chicago, before several hundred men from the packing industry, Mr. Oscar G. Mayer stated that the packing business no longer is a seasonal business, but an all-year-round business, operating evenly from month to month, instead of during a few months of the winter. Said Mr. Mayer:

"In the period before the war the packer could depend with reasonable safety (panics, etc. excepted) upon an annual cycle of hog receipts and price movements. A large run of hogs would arrive in the winter, out of which large quantities of product were packed away. In the early spring, while the farmers were busy in the fields, and during the lull between the winter run of hogs born the previous spring, and the summer run of pigs born in the fall, receipts would fall off, and hog prices would rise.

"This secondary summer run, usually occurring in late May and June, would cause a drop in hog prices, but not to the winter level. This over, there was a very marked decrease in hog receipts in August and September, and during this time of light receipts the winter accumulation of product was marketed generally at prices which justified taking the risks and borrowing the money to accumulate the product.

A Change in Marketing.

"Since the war, however, there has been an unmistakable change in the manner in which hogs are coming to market. Through their producers' organizations the farmers have learned to breed and feed their hogs so that more can be sent in during seasons of greater scarcity. This change in the character of the hog run, although probably subject to variation, according to business conditions and eco-

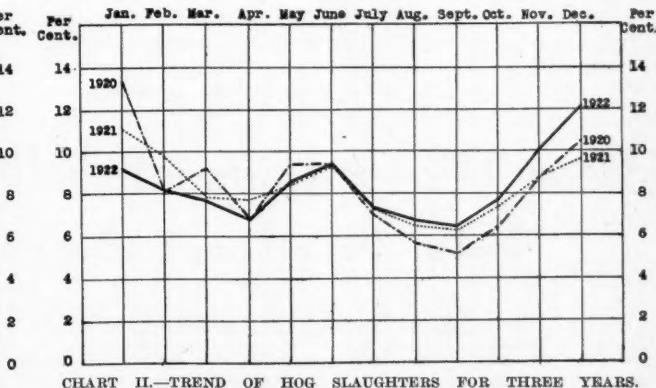
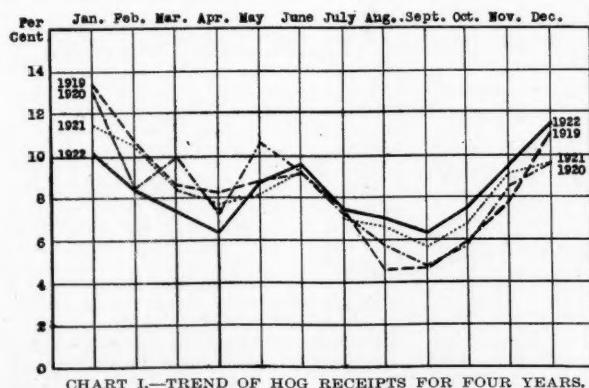
nomic factors such as the price of corn, is undoubtedly here to stay.

"It remains now for the packing industry to adjust its habits of thought, ingrained by a half-century's experience, to the change, and to realize the danger in accumulating large stocks during the winter packing season to relieve a summer and fall scarcity which does not materialize. The only exit from this dilemma is to put the business as far as possible upon a manufacturing basis, under which expenditures for raw materials, et cetera, can be recovered currently out of the product produced from those hogs."

Mr. F. Edson White, in his convention paper on "Intelligent Buying," pointed out this same tendency when he said: "Packing is no longer seasonal; it is done every day of the year."

A Continuous Hog Supply.

Another packer, in a recent letter to



THE NATIONAL PROVISIONER, asked his fellow packers whether they had analyzed the supply of hogs available for the past four years.

"If so," he continued, "you will have noted the continuous supply week after week and month after month during this time, with only a slight let-up in August and September. A continuous supply can be depended upon in the future, except when something unusual happens, like sickness or a bad failure of the corn crop."

It may be of interest to ascertain whether these opinions are borne out by an examination of pertinent statistical data.

What About the Hog Supply?

Let us first consider the tendency with respect to the supply of the packer's raw material—hogs. What about the supply of hogs? Has it been coming to market pretty evenly from month to month, or has it been large one month and small the next? And how about receipts during the winter packing season? What do the figures show?

If we examine the figures issued by the Chicago Daily Drovers' Journal for receipts of hogs at seven leading markets during the last few years, we find that the change in the size of receipts from

month to month has been, as Mr. Mayer and the other observers indicated, relatively small. The following table shows how the receipts have been distributed over the months of the last four years:

Percentage of Total Yearly Receipts Arriving Monthly.

Month.	1919	1920	1921	1922
January	13.4	13.1	11.5	10.2
February	10.7	8.4	10.5	8.4
March	8.6	10.0	8.3	7.4
April	8.2	7.2	7.7	6.4
May	8.8	10.6	8.1	8.8
June	9.1	9.2	9.2	9.6
July	7.4	7.2	7.0	7.4
August	4.5	5.8	6.6	7.0
September	4.6	4.7	5.7	6.3
October	5.9	5.7	6.8	7.5
November	7.7	8.5	9.1	9.5
December	11.0	9.6	9.6	11.5

Small Variation in Receipts.

Notice how small the variation in receipts is from month to month, particularly during the last two years. Even though relatively heavy marketings characterized the last months of the year, almost exactly half of the total number of hogs received at the seven markets during 1922 arrived during the first six months of the year.

Notice also how closely the trends of

receipts during the four years listed agree. Chart I, on the preceding page, perhaps will make the agreement more apparent.

A somewhat similar steadiness from month to month may be observed in the number of hogs slaughtered under Federal inspection. Chart II shows the percentage of the yearly total slaughterings during the months of 1920, 1921 and 1922.

From these figures it appears that there is a tendency, as Mr. Mayer pointed out in his lecture, toward a more even marketing of hogs, and a consequent evening up of packinghouse operations, making the packing industry less of a seasonal business and more of an all-year-round business.

In a subsequent article, the price of hogs at Chicago, the consumption of pork per capita, and product prices from month to month will be considered to see whether they have been affected by the evening-up of receipts and slaughtering operations.

Then, in a third article, an attempt will be made to show the significance to the packer of the facts developed, and to review a few suggestions which have been made for coping with the changed conditions.

(EDITOR'S NOTE.—The second article will appear in the next issue of THE NATIONAL PROVISIONER.)

Telling the Public About Bacon

Campaign to Show Consumers How Many Uses There Are for This Meat Bargain

Once more the wheels of meat trade co-operation have been set in motion to move a meat bargain. Packers and retailers throughout the United States have started a movement to increase the sales of bacon, with the aid of attractive window streamers prepared by the Institute of American Meat Packers, and distributed through the Institute's Committee on Trade Extension. A large number of recipe leaflets have also been supplied to dealers by the packers.

According to official figures, nine million more hogs were marketed during the first eleven months of this year than during the same period in 1922. As a result of this greatly increased production wholesale prices for bacon are at or below pre-war levels, making bacon an unusually attractive bargain for the consumer, although this cut is in sound position and has been moving into consumption in good volume.

Bacon is universally popular as a breakfast dish, and retailers are being urged to inform their customers of its many other uses, so as to increase its consumption

with other meals. Owing to the favorable market conditions prevailing at this time, the dealer can offer bacon at a price which will attract almost every customer when it is called to his attention, and make a good profit besides.

One Hundred Thousand Streamers.

It is expected that the total number of window streamers ordered and posted will easily exceed one hundred thousand. The streamers are 24x7 inches and printed in black on white paper. They read as follows:

Bacon Offers Unusual Value Now

Tasty—Nutritious—Economical

It's Good for Any Meal

The dealer or packer who wants to supplement this streamer with one of his own may care to use the following, which was suggested to the Bureau of Public Relations by a member company of the Institute:

Bacon's good for any meal;

The price is right—to buy shows zeal.

One packer, in commenting on the window streamers, states: "There is no reason in the world why this campaign will

Bacon Offers Unusual Value Now

Tasty-Nutritious-Economical

— It's Good for Any Meal —

WINDOW STREAMER USED IN BACON CAMPAIGN.

not work out to advantage and be of great benefit in pushing sales of bacon."

Another, in writing to the Institute, said: "Your plan for moving bacon will no doubt receive the hearty approval of the membership. We shall be glad to do our share, as our stocks are unusually heavy."

Nearly a quarter of a million four-page recipe leaflets have been distributed to retail dealers, for redistribution by them to their customers, or placed in bacon containers. In addition to offering a number of approved and selected recipes for preparing and serving bacon, the leaflet suggests various ways of cooking it, and mentions tempting ways in which bacon may be used in combination with other meats and appropriate foods. This is information which will aid the reader in the use and consumption of bacon, as well as whet his appetite.

Many Uses for Bacon.

Regarding the many uses for bacon and its delicious flavor, the leaflet gives the following valuable information—information which the dealer can well pass on to his customers:

"Bacon is always relished for its savory flavor whether served alone or with a variety of other dishes.

"Aside from the appeal of its flavor, bacon is easily purchased and prepared. Its keeping qualities are such that it can always be 'on hand.'

"Bacon, moreover, really is a most economical food, inasmuch as it is virtually solid meat which can be used without waste.

"Bacon is more than a breakfast dish. It is equally good at all three meals. The addition of bacon makes the other dishes look more attractive and taste better, and improves the whole meal.

"There are several kinds of bacon. It is an easy matter to obtain a sweet, mildly cured bacon with either the fat or the lean predominating or evenly distributed.

(Continued on page 40.)

Cudahy Earned Over Eight Per Cent This Year

A pleasant addition to the Christmas stocking of Cudahy stockholders—including many employees of the company—was the annual financial report issued this week. It makes known the fact that the Cudahy Packing Company earned operating profits of something over \$2,000,000 in the fiscal year ending Oct. 27, 1923, and that a sufficient sum has been reserved from surplus to pay all deferred dividends on preferred stock. It is stated also that the common stock has earned over 8 per cent for the year.

This report is an indication of the sound footing to which the meat packing industry is returning after several years of precarious travel. There is a sore spot or two still left in the industry—due to failure to realize that meat packing is a business and not a speculation. But aside from this the industry now seems to be traveling a straight road.

The statement of president E. A. Cudahy in making public the report is terse and to the point. He says:

Statement of President Cudahy.

"In submitting the annual financial statement of the Company I am pleased to say that for the year ended October 27, 1923, our profits from operations were \$2,010,198.25.

"When compared with the results of the past few years this result is decidedly encouraging, and the fact that the common stock has earned over 8% for the year indicates that the packing industry is at last headed in the right direction.

"You will note from the statement that there has been reserved from surplus a sum sufficient to pay the dividends on preferred stocks deferred in 1921. When this payment is made back dividends on preferred stocks will have been paid in full.

"As stated in my letter to you last year, every effort has been made by the Company to maintain and, where possible, improve the high standard of its products and to increase the efficiency of its organization. This policy consistently followed has resulted in the expansion of our business so that the sales for the year exceeded in tonnage by more than 20% the sales of the previous year, and, I am pleased to say were the heaviest in the history of the Company.

"To produce merchandise of the highest grade and distribute in increased quantity has necessitated heavy expenditures for plant improvements and up-to-date equipment. During the year we constructed 200 refrigerator cars of the latest type for our car line, remodeled many of the older packing house units and built a number of new branch houses, thus materially increasing the value of our fixed assets. I may add, however, that our plants and branches are carried on our books at a figure very much below their present value and are in better condition today than they have been at any time.

Controversy with Government.

"It may be of interest to you to have a brief statement and explanation given of the position taken by this Company in connection with the demand of the Secretary of Agriculture, dated November 17th last, for the right to have his duly authorized agents given constant access to, and

the right to examine and copy, our books of accounts, records and memoranda, etc.

"While we regret to have any controversy with the government, and while we are fully satisfied that the business of the Company has been conducted with entire legality, we have felt that the Company has constitutional rights as against an unreasonable search and undue government intervention in its business, and have therefore felt that we should refuse to concede to the demand. Therefore, in due course, if the Secretary persists in the demand, there will undoubtedly be a legal proceeding in which the merits of the respective positions can be determined.

"We certainly hope and feel quite confident that the decision of the court will be (to quote the words of the Supreme Court of the United States) that 'if real competition is to continue, the right of the individual to exercise reasonable discretion in respect of his own business method must be preserved.'

"I wish to take this opportunity of thanking the officers and employees of the Company for their loyal support, and to say that what measure of success we have had is largely due to their earnest and efficient efforts.

"We are entering the coming year under very favorable conditions, with modern plants, ample distributing facilities, a high quality of product, a competent organization, relatively small inventories and a comfortable margin of liquid assets. I feel confident, therefore, that with a continuation of the present prosperous industrial conditions—and the indications are for even further improvement in this direction—the year 1924 should be a remunerative one, not only to the Company, but to the stockholders."

A comparison of this year's statement with those of three previous years makes very interesting reading. In itself it is a picture of the recovery of the industry, and particularly of the remarkable record made by the Cudahy Packing Company:

A PICTURE OF MEAT PACKING PROGRESS TOLD IN FIGURES.

INCOME ACCOUNT				
	Year ended Oct. 27, '23.	Oct. 28, '22.	Oct. 31, '21.	Oct. 30, '20.
Gross sales	\$190,289,000	\$160,164,000	\$173,695,000	\$298,802,000
Expenses, int., repairs, fed. tax	188,278,902	158,932,501	175,264,563	285,177,712
Net income	2,010,198	1,231,499	*1,569,563	*624,288
Dividends	578,535	578,535	.....	1,484,133
Surplus for year	1,431,663	652,964	*1,569,563	*559,845
Previous surplus	4,205,714	3,552,750	5,122,721	5,982,566
Profit and loss surplus	5,637,377	4,205,714	3,552,750	5,122,721
Reserve for 1921 dividends	578,535	.....	.....	.....
Final surplus	5,058,842	4,205,714	3,552,750	5,122,721
Earned on common	\$8.30	\$3.77	.....	.....
*Deficits—				
Plants	\$22,864,930	\$21,816,148	*\$ 25,086,578	\$ 20,485,045
Branch houses	5,261,978	4,940,524	.....	4,340,704
Car and refrigerator line	2,795,898	2,256,071	.....	1,963,106
Farm land and improvements	208,590	163,208	.....	147,461
Total property account	31,131,307	29,175,932	25,086,578	26,936,817
Less depreciation	2,968,558	3,457,586	.....	3,852,860
Advertising investment	750,000	750,000	.....	750,000
Net property account	28,211,839	26,468,366	25,086,578	23,833,457
Investments	1,243,004	1,345,110	1,336,084	1,614,151
Bond and note discount	1,140,001	1,209,146	348,617	467,430
Current assets .....	.....	.....	.....	.....
Cash	6,701,455	11,694,932	4,533,325	8,823,559
Accounts and notes receivable	11,354,917	10,576,043	11,958,018	16,686,519
Products, suppl. prepaid item	22,159,030	19,805,864	18,479,299	32,409,972
Total assets	71,510,249	71,099,462	61,762,121	81,925,089
Liabilities .....	.....	.....	.....	.....
Preferred 6 per cent stock	2,000,000	2,000,000	2,000,000	2,000,000
Preferred 7 per cent stock	6,500,500	6,550,000	6,550,500	6,550,000
Common stock	17,249,500	17,249,500	17,249,500	17,249,500
Bonded debt	24,954,400	25,312,500	15,149,500	14,921,600
Surplus	5,058,842	4,205,715	3,552,750	5,122,720
Current liabilities .....	.....	.....	.....	.....
Bills and accounts payable	14,567,973	15,210,463	10,259,872	35,086,510
Bond, note interest accrued	261,230	272,517	.....	306,042
Preferred dividend payable	289,267	280,267	280,267	.....
Federal income taxes, etc. .....	.....	.....	398,947	.....
Reserve for 1921 dividend	578,535	.....	.....	.....
Total liabilities	71,510,249	71,099,462	61,762,121	81,925,089
*Includes all of property account after depreciation.				
Working Capital.				
Current assets	40,215,405	42,076,839	34,970,842	56,010,050
Current liabilities	15,118,471	15,781,247	19,948,086	35,392,552
Net working capital	25,096,932	26,295,592	15,022,756	20,617,498

HOW RESTAURANTS BOOST MEAT.

Perhaps the restaurants and lunch counters in our cities would buy more meat if they sold more meat. Perhaps they would sell more meat if they featured meat more.

With this thought in mind, the Bureau of Public Relations of the Institute of American Meat Packers has participated in the development of cards carrying colored pictures of meat dishes with which the restaurant or lunch room proprietor may conveniently feature a meat dish as "Special Today."

Have you ever noticed how many people, sitting down to luncheon in a lunch room or restaurant, order the item that is printed in red on a black and white card? The majority of them take "Today's Special."

The display of the meat cards should serve the same purpose. A set of six different cards—pot roast, roast loin of pork, small steak, roast beef, baked ham, corned beef and cabbage—was recently sent out to packers under separate cover with the compliments of the Institute. A set of thirty-six cards (six of each meat dish) should be a sufficient supply for the average lunch room or restaurant. This would make possible, when the restaurant features one of the meat dishes as "Special Today" to display a picture of it in six different parts of the restaurant.

If any restaurant or lunch room care for these cards, they can be obtained through the Institute at a price of \$5.40 per set of thirty-six cards (six of each kind), f. o. b. Philadelphia, where the cards were lithographed and whence they will be shipped. Orders sent to the Institute will be transmitted to the company which lithographed the cards.

December 22, 1923.

Australian Casing Situation

Sheep Casings in Short Supply—Strong Wool Market Partly Responsible—Beef Casings Weak.

(Special Report to The National Provisioner from L. A. Scandrett.)

Sydney, Australia, Nov. 14.

The quantity of sheep and lamb casings exported from Australia this year is going to be very much lower than that of the 1922-1923 season.

Owing to droughty conditions prevailing last year, producers in most parts of this continent were forced through scarcity of feed to market their sheep. Consequently mutton went into the export slaughterhouses which in normal times would have been kept on the farms, and last season's killings were unduly inflated because of this. Only a fraction of last year's number of ewes have been bred with a corresponding reduction in the quantity of lambs.

In the 1922-1923 season the export of frozen lambs from Australia was about $\frac{3}{4}$ millions; it is estimated that barely a million will go through in 1923-1924. Sheep will be proportionately short, as stockowners are endeavoring to restock their holdings depleted through last year's drought.

While wool is selling at present at highly remunerative rates, producers are keen to keep what sheep they have, and to stock their farms right up to the limit, in order to increase the wool yield.

What applies to Australia in respect to the foregoing affects New Zealand also, as although those islands did not suffer through drought, they had considerable losses during the winter through adverse weather, and wool is more profitable than lambs just now.

Reduced Supply of Casings.

This reduced killing means of course a reduced quantity of casings for export, and as America is the principal outlet for this commodity, this statement of the position may be of interest to manufacturers and users there.

In estimating the full effect of the short killing here on the world's output of sheep

casings it has to be borne in mind that Australia and New Zealand have between them approximately 100 million sheep and lambs, as many as the United States and the Argentine together. This is with a population of under 7 million.

Not one per cent of the casings produced is consumed here, as owing to the vagaries of the local taste the hog casing entirely supersedes the sheep casing for fresh sausages and frankfurts. As the quantity of hogs slaughtered is only trifling, most of the hog casings are imported from the United States.

Good Quality Sheep Casings.

While the Merino sheep is the breed which formed the basis of Australia's flocks, and which is still the source of the country's strength as a wool producer, a dual-purpose breed has been evolved during the last decade or so by crossing the Merion ewe with British long wool ram, and again mating this half-bred ewe with the British ram. This cross gives a large-bodied, early-maturing lamb of good weight, or a robust, deep-ribbed sheep of strong constitution, carrying a "comeback wool" of good strength and long staple, coupling excellent combing and felting properties.

The runners from these sheep are of good width and length, and of superior strength, while the lamb casings are quite equal to sheep of the smaller light-framed breeds. With proper treatment in scraping, salting and tempering, Australian casings give very satisfactory results to sausage manufacturers. But unfortunately this year the exportable quantity will not reach the usual figure.

Beef Casings Go Begging.

Australia's position as a producer of beef casings does not rank so high. Although she makes considerably more of these than is required for local use, there are many countries above this in the scale. In common with other producers, Australia has witnessed a slump in prices of beef casings since the elimination of Germany and Austria from the world's markets. While wages remain at their present level it hardly pays to handle beef casings, and many firms find it more profitable to put

their ox gut into tankage rather than treat them. Any trader with a market for beef casings can secure good parcels in Australia just now at very attractive rates.

If events presage the return of Germany to a gold currency basis, and her re-establishment as a trader, beef casings will be one of the first commodities to take a big jump in price.

ARMOUR MERGER HEARINGS.

Hearings on the legality of the Armour-Morris merger were resumed last week in Chicago. The testimony last week was from farmers and producers. This week, James E. Poole, prominent livestock writer on the staff of "The Breeders' Gazette," and various commission men and producers were called. The testimony was the same in general both weeks—that the merger has not reduced packer competition in the livestock market, and that it has not adversely affected the producers' market.

The hearings were adjourned December 20 and will be resumed January 22 in Denver.

STEER DRESSES 67.59 PER CENT.

Broadus White Sox, the 1,435-pound champion steer at the recent International Livestock Exposition at Chicago, dressed at 67.59 per cent. This exceeds that of any other grand champion since 1911, when a two-year-old dressed close to 70 per cent.

The steer was sold to the Sears-Roebuck Agricultural Foundation at 60 cents per pound. Prime cuts will be sent to President Coolidge, Secretary Wallace and others.

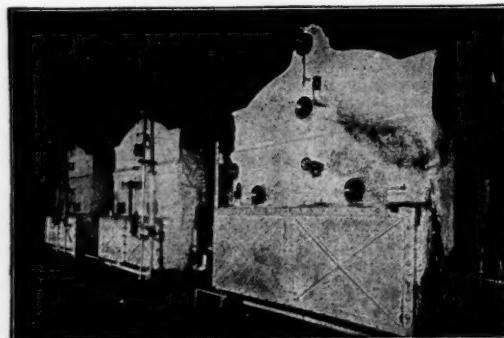
DANES KILL MORE HOGS.

Nearly twice as many hogs were killed in Denmark during the first eight months of 1923 as in the same period last year, according to the U. S. Department of Commerce. The figures for this year are 2,190,047, as compared to 1,413,719. During the years 1911-14 the yearly killings averaged 2,053,023 hogs, which figure has already been exceeded by the slaughter for the first eight months of this year.

Turning Waste Into Profit

In many packing plants, both large and small, Swenson Evaporators are turning waste into profit by recovering the fertilizer contained in tankwater.

A Swenson Unit, operated by exhaust steam, soon pays for itself in fertilizer saved. Send for Bulletin E-122



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Constructive Efforts

Two annual publications have been recently issued by the U. S. Department of Commerce. The first of these is the Commerce Yearbook for 1922 and the early months of 1923; the other is the annual report of the Secretary of Commerce. The annual report is submitted to Congress in compliance with the law, and reviews the work, administration and finances of the various bureaus in brief fashion, and embodies recommendation for their more efficient operation in the future.

At best these annual reports which Congress requires are rather dull reading, but Secretary Hoover has relieved his report with his brief, concise review of the business situation and the work of the Department during the fiscal year, in the form of a letter of transmittal to the President.

In contrast to this routine report required of the Secretary is the Commerce

THE NATIONAL PROVISIONER

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Yearbook. This excellent volume is plumb full of authoritative, readable information, put up in attractive form, and is a real aid to industry in general. It is a handbook that should be available in every business office, and in combination with its companion book, the Statistical Abstract, will furnish complete information on all phases of our foreign and domestic commerce.

Industry in general should tender a vote of thanks to Secretary Hoover for this contribution to his program of constructive upbuilding of American industry and business.

Local Meat Inspection

A meat inspection ordinance has been introduced into the Baltimore City Council to provide for the inspection of city slaughterhouses engaged in local distribution. The measure is patterned after the Federal Meat Inspection Act, with a few minor changes to apply to Baltimore conditions.

One important difference is the provision for license fees in order that the ordinance may be self-supporting. These fees are \$250 for slaughtering, \$100 for rendering, \$50 for manufacturing and \$10 for retailing, each classification including the right of engaging in any or all of the other classifications.

Some objection is raised to these fees, particularly the one for slaughtering, as it is felt that it is too large for a small packing house and too small for a large packing house. But it is argued that this objection is not logical for the small packer who conducts his business with enough volume to give it a reasonable standing.

A flat rate is advantageous from an administrative standpoint, as a sliding scale would necessitate the examination of packers' books to ascertain the size of their kill. It is further argued that where slaughtering businesses are so small as to make it a hardship to pay the fee, their actual slaughtering could be done in a larger house at a nominal cost to them for the service.

Fairly recent statistics show that there are 44 slaughtering establishments in the city of Baltimore, only nine of which are under federal inspection. These nine establishments required 16 inspectors, while the city furnished only one inspector for the other 35 abattoirs, which is sufficient commentary in itself.

A state-wide meat inspection act is planned for presentation to the Maryland legislature, and it is felt that if Baltimore is not protected with an inspection of its

own it will find itself in the position of accepting meat which communities outside the city have rejected, with the added disadvantage that the inferior meat will be offered at the same price as meat produced in the city.

Baltimore packers will no doubt champion this ordinance, for the tendency in the industry generally is to seek some sort of official guarantee to the public of the purity and healthfulness of their product. It can readily be seen how a sliding scale of license fees might be desirable, so that each operator would bear the expense of inspection according to the size of his business. Needless to say, the margin in the industry is so narrow that all packers are very apt to look askance at anything which is in the nature of added "overhead."

There are perhaps few industries in which unsanitary conditions can so readily develop as in slaughtering, and inspection may involve a considerable initial expense for some of the slaughterers in remodeling and installing sanitary equipment. But after these changes are made, their ability to furnish a first-class product to the trade and thus supply a larger percentage of the local demand will more than compensate them for the outlay involved.

Politics Is Resumed

With the convening of Congress and the beginning of the Presidential marathon race the usual political manifestations begin to show themselves. Politics never adjourns so long as there is profit in it for the politicians, but at times like these the pot boils harder than usual. It has now begun to boil over.

Along with other victims, the packer is again a political goat. The party out of power tries to make campaign material of the fact that the party in power hasn't put all the meat packers in the country in the penitentiary. And its agents do not scruple about the methods they use in obtaining or distorting information, either.

Neither is the party in power backward about keeping its political fences in order. Between the two, the poor packer would seem to be in a sorry plight.

Speaking for ourselves—and for nobody else—this is "old stuff." We do not believe it interests the public half as much as it did. If politicians of either party think they can make votes by attacking the meat industry, they have the privilege accorded to all citizens of this free country. In our opinion they will not attract the audiences they used to get with this show. The public knows more about the meat business than it used to.

PRACTICAL POINTS FOR THE TRADE

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Sausage Then and Now

II—Do's and Dont's for Today.

In a previous issue THE NATIONAL PROVISIONER printed the letter of an old sausagemaker in which he reviewed the sausage business in this country from the early days up to the present time.

He told of the old-time methods and secrecy in the business, and of how packers and sausagemakers first came to study costs. Progress in methods brought about great improvement in product, as well as increasing demand for the product.

In a second letter this sausagemaker goes on to compare other methods of yesterday with those of today, including the handling of casings. He gives a number of practical suggestions that will mean profit to the packer or sausagemaker following them. He says:

Editor The National Provisioner:

In former days casings of all kinds were plentiful and inexpensive. Consequently little, if any, attention was paid in the sausage casing room to the preparation of casings for stuffing sausage.

If a hank of sheep casings became tangled, rather than spend a few minutes to remove the strands the hank was thrown in the scrap barrel. Very little effort was made to avoid waste in cutting the larger size casings in reducing to any particular size.

But as the demand increased for casings, and prices advanced considerably, more supervision was given to preparing casings.

Undoubtedly there is still room for greater improvement, not only in being careful in the casing room to avoid unnecessary waste, but also on stuffing benches. This is particularly true where this work is operated on a piece-work basis. The training is especially good for the day workers, so that when they are advanced to piece-work the situation is more easily controlled.

Suggestions That Mean Money.

Stuffing Weak Casings.—For instance: Beef bungs may show scores, and with too much air pressure on the stuffing machine and no attention paid by the stuffer to the weakness of the bung, it is almost sure to break. This is caused by too much air pressure and the lack of sense of feeling on the part of the stuffer.

Many casings in this weakened condition could be saved by the stuffer reducing air pressure on the machine and favoring the weak spot in the container when the meat passes into it.

Grading for Size.—Another decided improvement in connection with the stuffing of sausage is the grading for size of all casings that run irregular in size. That is, hang the narrow, medium and large sizes separately on the sausage cage, so

that when the cage is filled the casings will run uniform in size. This is a very important point in reducing shrinkages on such sausage in the smoking and cooking processes.

However, it is the opinion of the writer that this practice has not been adopted as generally as it should be.

Modern Equipment.—While packers and local sausage manufacturers have been very aggressive in installing modern machinery, yet many concerns have been negligent in regard to smokehouse equipment. Many firms today are still using the old sliding rails in smoke-houses, others the trolley system.

But very few have installed the latest type of revolving smoke-house, which not only greatly increases their volume and reduces labor cost, but is a wonderful saving in smoke-house shrinkage. This is due to the fact that the product is revolving every second, which means free air circulation and eliminates all danger of a portion of the product receiving too much heat from some particular corner of the smoke-house, either through improper regulation of the house or the effect of outside temperatures. Frequently under the latter conditions it is a difficult problem to gain full control of the smoke-house.

Regulate Filling of Smoke-Houses.—Regulation in the filling of smoke-houses is important, especially where there is a limited number of cook tanks. Possibly too much product coming out at one time means a delay between the smoking and cooking processes, and the product is usually hung where it is exposed to drafts, causing the warm sausage to wrinkle. This condition finds a temporary remedy in the cook tank, but after chilling the sausage usually goes back to the former shrivelled condition.

Don't Rush from Cooker to Cooler.—Another fault is rushing the cooked sausage direct from the cooking kitchen to the storage cooler, instead of allowing the product to remain in a natural tem-

perature to properly cool and develop color. In the opinion of the writer it is a mistake to carry smoked sausage in low temperatures in cooler storage, and no doubt this is the cause of many complaints on slimy and mouldy sausage.

Care in Loading for Shipment.—Loading docks will call for the sausage orders to be loaded in the car before the car is set, and the sausage is allowed to remain on the docks in the heat, packed in boxes coming out of a 34 to 36 degree temperature. After being on the dock in the heat for hours, perhaps, it is then loaded into a car of a temperature of 40°, whereas at the temperature in the storage cooler of 45 to 50 degrees the product would stand more abuse in this way through the channel of improper handling, and would not be so susceptible to the mould germ.

Yours truly,
VETERAN SAUSAGE MAKER.

(In his next installment this observer will tell more about modern methods in sausage-making, some of which are right and some of which are wrong. It will appear in an early issue of THE NATIONAL PROVISIONER on this page.)

Utilizing Paunch Offal

The following inquiry is from a subscriber in Florida:

Editor The National Provisioner:

Please advise the most economical way to handle and dispose of undigested food from cattle paunches.

There seems to be a difference of opinion as to the value, if any, and the proper way to handle same.

The inquirer's suggestion is correct. There is some difference of opinion as to the value, if any, of this by-product. We believe there is practically no value in attempting to process the undigested food from cattle paunches.

Some concerns have made experiments on corn-fed cattle by saving the undigested corn from the stomach, drying and adding "stick" water, and selling for hog food. But this, as far as we know, has not been successful, and the majority of packers are not attempting to save it. On the other hand, they allow both the undigested and digested food to go to the sewer.

The only exception is where plants are using a method of saving all wastes known as the Berrigan process, which was fully described in an article in THE NATIONAL PROVISIONER of December 9, 1922. This process utilizes all wastes, even the stockpen straw and manure, in the manufacture of a good grade of fertilizer and tankage.

What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Mould in Sausage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

Write to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, for directions for preventing mould in sausage. Send a 2-cent stamp for the reprint on "Discoloration in Sausage."

Country Curing and Sausage

The following inquiry is from a small packer in the South:

Editor The National Provisioner:

Will you please furnish us with formula for making dry salt breakfast bacon, we to use the wooden boxes which hold around 600 pounds to the box?

We want to pack the breakfast bacon strips down in the box, using dry salt rather than brine. Will you please tell us what else to use, also how long we should leave these strips in salt?

What are the most popular sizes in the strips? Should these strips be rehandled in the box? How should the strips be placed in the box? How long should the meat be left in the box to become cured enough?

We have ordered a car of a certain brand of salt, coarse kiln-dried salt. Could there be any danger of getting meats too salty in using this, or would there be any danger of not getting enough salt on it? Our meats were too salty last season, so we are trying to remedy this. We cure our meat as do the farmers, by putting it down in dry salt and leaving it there with the outside temperature to cure it. We only operate during the winter season.

In grinding sausage for the second time, should the seasoning be used after it has been ground once, then to mix it with the sausage mixer, or should the sausage be ground the second time before seasoning?

Will you please furnish us with formula for strictly country style sausage? We use only the trimmings of the hams, shoulders and sides; no cereal, only salt, sage and pepper. Please let us know what proportion of each to use.

How long should hams, shoulders and sides be kept down in salt in order to be thoroughly cured?

These various questions are answered as follows:

Dry Curing Bacon.—Curing formula for D. S. breakfast bacon is as follows: 3 lbs. salt; 1 lb. 12 oz. granulated sugar; 4 oz. chili saltpetre or 5 oz. India saltpetre.

It is noted that the inquirer used the regulation-size wooden curing boxes. The above formula will answer his question: "What else to use?"

Belly strips should be allowed to remain in this cure for at least 21 days. Most popular size of strips is 2 inches wide, to run $1\frac{1}{8}$ to $2\frac{1}{2}$ inches in size. Strips should not be rehandled during the curing process in the boxes. Strips should be placed in the curing boxes as you would lay a tile floor, breaking joints, and with as little space as possible between strips.

Again answering this question, "How long should the meat be left in the box to become cured enough?" The time is 21 days.

It is advisable not to use the salt referred to, coarse kiln-dried. On the contrary, use fine granulated salt. They say their meats were too salty last season, but they do not state their curing ingredients. Outside temperature during the winter season is satisfactory, providing the outside temperature fluctuation is not too great.

Grinding Sausage.—The seasoning may be added on the second grinding through the hasher. However, this is not considered essential, as the spices may be safely added in the mixer; but do not dump the entire contents of the spice can into the meats in the mixer. On the contrary,

Smoked Meat Tests

Do you know what your smoked meats cost you, wrapped and packed and ready to ship?

Have you an accurate method of figuring your costs, all the way from the loose cured meats to the finished product? Do you figure in everything, including shrinkage, labor, operating costs, supplies, etc.?

In figuring smoked cost from cured do you divide price by yield, or multiply by shrink? One way is wrong and will cost you money.

Send a 2-cent stamp for the article on "Short Form Smoked Meat Tests." Address Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

sprinkle the spices over the meats gradually, while the machine is in operation.

Country Sausage.—Formula for strictly country style sausage, per 100 lbs of meat: 2 lbs. 4 oz. salt; 6 oz. ground white pepper; 4 oz. granulated sugar; 1 oz. ground nutmeg; $\frac{1}{2}$ oz. ground ginger. Saltpetre optional; if used, 2 oz. per cwt. is sufficient.

The inquirer has been using salt, sage and pepper: If they wish to continue this spice formula, use: 2 lbs. 4 oz. salt; 2 oz. rubbed sage; 6 oz. pepper.

Curing Periods.—How long should hams, shoulders and sides be kept down in the salt to be thoroughly cured? We assume the inquirer is using a dry salt cure, and the heavier averages should be cured at least forty days and overhauled as follows: First overhauling, 6 to 8 days; second overhauling, 18 to 20 days; third overhauling, 35 to 40 days.

If product is not used or sold after the third overhauling, then continue practice of overhauling at intervals of ten days until product is used or shipped, and always add enough salt to meats on the overhauling so that product will carry from 6 to 7 per cent salt, and always cover outside surface of meats thoroughly with salt.

Pumping Pickle.—Use the following formula for pumping pickle for dry salt meats: 100 gallons water; 100 strength plain pickle. Add 15 lbs. saltpetre or nitrate of soda.

Stiffening Lard

A country slaughterer in the Ohio valley who has just started in business has not learned that lard may be stiffened with its own stearine to make it firm. He writes:

Editor The National Provisioner:
We are starting a sausage plant. We have built and equipped for a capacity of 25 hogs per day, but as yet are only killing about 5 hogs per day.

Our sausage is very satisfactory, but the lard is too thin and runny. The bottom of a 60 lb. pail is quite runny, so that retailers make complaint. One tub that seemed a little over-cooked was still runny and thin.

We are using only Hampshire hogs, pure-breds, dressing 150 to 170 lbs., all good thrifty pigs, averaging about six months old, grain fed, mostly corn; new corn, but apparently sound and mature.

We use an open steam-jacketed kettle for rendering. If you can suggest a remedy it will be quite a relief to us.

In regard to lard being thin, it is recommended that the inquirer use 5 per cent lard stearine in the manufacture of his lard, which it is quite likely will overcome complaints of thin lard.

COOLIDGE HEADS CLUB WORK.

President Coolidge has accepted the honorary chairmanship of the National Committee on Boys and Girls Club Work. In referring to the value of club work, the President expressed himself as follows:

"It is of the utmost importance, therefore, that we all take an active interest in the clubs to which the farm boys and girls belong. I have been personally interested in the growth of these clubs, and their present membership of over 700,000 is a source of great satisfaction to me. We must double and treble this number, for there are 8,000,000 children on the farms of this country."

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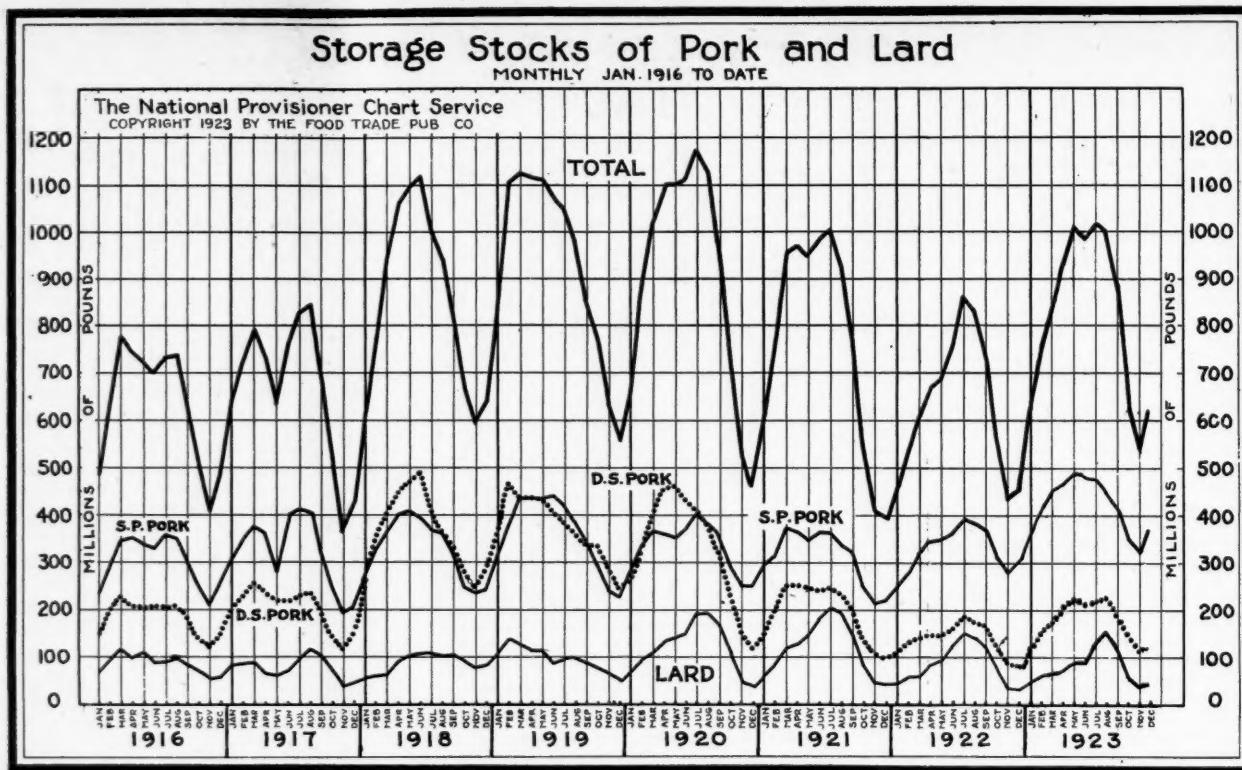
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This chart in THE NATIONAL PROVISIONER MARKET SERVICE shows storage stocks of pork and lard on the first of each month for the past 8 years. The December, 1923, figures are following the seasonal trend manifested for several years past.

COLD STORAGE STOCKS.

The actual figures of cold storage stocks of pork and lard in the United States at the beginning of each month, 1916-1923, 000's omitted, on which THE NATIONAL PROVISIONER'S chart is based, are as follows:

1923.						
	Frozen	S. P.	D. S.	Total	pork,	pork,
	pork,	pork,	pork,	Lard,	stocks,	lbs.
	lbs.	lbs.	lbs.	lbs.	000s	000s
January	72,214	376,053	119,045	47,705	615,017	
February	120,196	412,807	155,922	56,256	745,191	
March	52,003	459,576	177,371	57,177	537,132	
April	188,370	467,470	206,594	66,578	928,552	
May	210,593	458,805	213,345	64,941	1,018,836	
June	217,024	472,805	217,269	129,673	1,040,770	
July	194,441	449,441	221,594	141,279	1,066,557	
August	148,683	411,761	191,462	115,824	867,580	
September	98,571	363,127	147,586	66,159	618,443	
October	71,631	324,658	108,764	37,489	542,544	
November	83,766	384,193	110,545	41,713	620,207	

1922.						
	Frozen	S. P.	D. S.	Total	pork,	pork,
	pork,	pork,	pork,	Lard,	stocks,	lbs.
	lbs.	lbs.	lbs.	lbs.	000s	000s
January	43,520	252,062	108,880	46,714	457,176	
February	71,711	282,070	128,067	60,555	542,403	
March	85,130	320,796	139,355	61,258	606,548	
April	98,233	346,815	144,772	85,445	675,265	
May	103,966	352,557	142,028	95,882	698,282	
June	114,149	363,229	157,465	123,670	758,516	
July	128,577	392,854	186,585	154,826	862,472	
August	117,821	386,785	179,940	143,521	828,067	
September	84,119	368,835	106,331	118,272	727,356	
October	54,122	312,164	123,238	75,156	565,156	
November	31,277	278,159	85,741	36,727	451,904	
December	34,347	301,384	82,551	32,455	500,747	

1921.						
	Frozen	S. P.	D. S.	Total	pork,	pork,
	pork,	pork,	pork,	Lard,	stocks,	lbs.
	lbs.	lbs.	lbs.	lbs.	000s	000s
January	93,990	294,993	144,597	59,319	593,299	
February	150,394	316,328	202,969	83,549	753,380	
March	208,889	370,376	351,886	117,690	954,848	
April	213,887	377,552	235,384	128,614	971,523	
May	202,247	352,587	241,949	92,657	742,450	
June	104,500	359,260	150,152	160,629	692,392	
July	182,799	366,928	249,804	205,878	1,005,400	
August	150,043	339,327	231,364	198,774	777,334	
September	164,722	321,139	202,802	149,671	686,504	
October	64,188	206,306	149,493	83,823	552,804	
November	38,430	212,384	108,401	49,093	406,312	
December	37,326	220,815	96,345	41,911	396,397	

1920.						
	Frozen	S. P.	D. S.	Total	pork,	pork,
	pork,	pork,	pork,	Lard,	stocks,	lbs.
	lbs.	lbs.	lbs.	lbs.	000s	000s
January	55,551	279,467	262,020	62,614	690,252	
February	100,076	337,238	332,848	97,649	873,411	
March	132,065	369,026	402,229	111,975	1,101,633	
April	145,922	361,973	457,745	132,963	1,101,633	
May	144,453	353,865	462,389	141,819	1,102,525	
June	156,963	359,533	470,772	152,307	1,111,645	
July	169,616	403,719	408,681	193,316	1,175,832	
August	161,804	389,896	381,328	191,531	1,124,559	
September	129,197	361,861	316,433	170,774	977,785	
October	87,592	265,460	236,258	102,699	725,699	
November	67,148	254,838	150,812	47,320	520,127	
December	90,067	232,270	114,400	36,683	463,360	

1919.

	Frozen	S. P.	D. S.	Total	pork,	pork,	Lard,	Total stocks,
	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.
January	31,539	302,733	359,254	104,274	827,870			
February	104,709	392,200	471,747	128,535	1,107,068			
March	128,897	435,197	435,661	125,410	1,125,163			
April	142,189	421,714	430,205	122,469	1,116,577			
May	139,209	424,471	425,411	112,409	1,111,696			
June	144,212	404,098	402,652	83,096	1,070,949			
July	155,263	422,387	381,736	92,132	1,051,518			
August	131,137	384,704	366,547	100,478	982,926			
September	90,510	341,724	338,270	87,947	858,451			
October	61,417	297,702	332,786	76,456	708,371			
November	47,271	239,719	281,930	66,036	634,956			
December	44,864	226,893	242,224	49,147	563,128			

1918.

	Frozen	S. P.	D. S.	Total	pork,	pork,	Lard,	Total stocks,
	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.
January	41,063	269,063	252,934	54,539	618,139			
February	61,639	322,004	341,422	59,310	784,305			
March	104,630	369,014	402,734	65,355	941,733			
April	116,548	402,378	414,114	84,056	894,594			
May	117,788	406,191	471,809	103,373	1,099,159			
June	118,601	397,486	493,795	106,194	1,116,076			
July	117,974	372,347	402,549	107,811	1,000,743			
August	108,220	365,941	370,203	102,411	948,775			
September	71,385	315,518	346,472	104,668	825,042			
October	46,593	249,827	283,578	90,398	670,390			
November	36,968	231,150	247,194	76,124	591,422			
December	34,750	242,976	283,002	81,676	642,404			

1917.

	Frozen	S. P.	D. S.	Total	pork,	pork,	Lard,	Total stocks,
	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.
January	50,564	307,478	200,998	80,977	640,017			
February	66,062	348,239	228,424	86,208	728,936			
March	63,252	378,847	235,786	88,460	789,718			
April	64,094	362,931	234,396	93,777	727,502			
May	74,728	381,236	219,819	91,640	766,886			
June	91,568	412,810	248,813	95,197	824,382			
July	96,648	403,704	231,905	112,249	844,506			
August	72,286	328,943	195,678	102,172	696,079			
September	39,767	252,152	143,319	69,929	505,167			
October	25,347	192,884	110,652	37,005	365,978			
November	23,504	204,907	150,882	44,307	423,660			

1916.

	Frozen	S. P.	D. S.	Total	pork,	pork,	Lard,	Total stocks,
	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.	lbs.
January	44,194	230,381	145,631	63,304	504,040			
February	63,276	298,639	194,053	92,342	648,710			
March	88,604	350,750	226,910	111,897	778,161			
April	88,344	351,051	206,703	97,237	743,335			
May	77,812	337,464	202,532	108,731				

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Steady—Hog Movement Lighter—Product Firmer—Exports Maintained.

The developments in the provision market during the past week were unimportant, but there has been a fairly steady tone and the action of the market has been rather encouraging to holders. The movement of livestock has been less heavy, particularly of hogs, with receipts the past week at the seven leading points 760,000 against 816,000 the previous week. The effect of this lighter movement in hogs has been to bring about a somewhat firmer market in live hogs with prices upwards of 50c a hundred above the low level of the Fall.

Some are inclined to think that the market has definitely turned for the better in hogs, and there is ahead of the market the seasonal advance in prices frequently seen during the winter. The low price of hogs was \$6.50 in mid-November and this has been followed by a fairly steady gain, although during November the gain was rather irregular.

Lard Market Improved.

During the same time the lard market has shown a steady improvement, gaining about $\frac{1}{2}$ to $\frac{3}{4}$ c a pound from the low level which then prevailed. There seems to be some evidence of decrease in packing operations which is natural in view of the decrease in hog movement.

The mid-month statement of product stocks was looked upon as suggesting maintained distribution. The stock of lard in the half month gained less than 1,000,000 lbs. while there was a decrease in dry salt bellies and in short ribs. The fact that the shipments out are on such an excellent scale from packing centers makes it difficult to accumulate large stocks.

Shipments of meats since the end of October from Chicago have been 15,000,000 lbs. more than last year, and shipments of lard almost as much as last year with lard stocks on hand less than 1,000,000 lbs. more than last year.

Some little confidence has recently been developed in the possibility that there will be a Government appropriation put through which will result in the buying of fats for the relief of the needs of Germany. This, it is believed, will have a considerable influence on public sentiment as well as be somewhat of a market factor in taking out of the market a larger supply of fats than has been seen in the recent movement.

Fat Shipments Good.

The actual shipments of fats from week to week continue very excellent. The export shipments the past week were 15,642,000 lbs. of lard and 16,465,000 lbs. of meats. The distribution of the fats was again largely to the continent, and there is a steady absorption by Central Europe regardless of the question of exchange.

The recent action of the corn market

has been rather helpful for the feeders. Since mid-November the price of hogs has gone up over 50c a hundred, and the price of corn for nearby delivery has gone down about 12c a bushel, so that the corn-hog ratio is in a much more favorable position than it was a month ago.

The report on the distribution of cottonseed oil during the month of November was a little disappointing to the lard interests, but on the other hand it showed that if there was the same fat distribution as usual in the United States, the distribution was more for animal fats than for vegetable fats than it was a year ago.

The Government statement of the yield of by-products from the animals killed under inspected slaughter for the month of October and for the year ended September 30, shows that the production of lard in the month of October was 130,014,000 lbs. against 111,608,000 lbs. last year and the average for the past two years of 103,124,000 lbs. For the year ended September 30th, the production was 1,899,584,000 lbs.

The Product Per Hog.

The product per hog during the month of October was 32.12 lbs. compared with 37.42 lbs. for the year ended September 30. This falling off of 5.30 lbs. per hog was possibly the result of the scare over the cholera development in some important sections.

The average hog weights were fairly well maintained during October and November for hogs but from this analysis it

appears there was a real loss in the lard product compared with the average for the year just preceding.

The constructive side of the market is being rather carefully studied by some on the thought that, as a result of various conditions, the hog supply has been over-marketed and that during the winter there will not be as large a movement of heavy hogs as at one time seemed to be in prospect due to the fact that there was such a heavy marketing during the late fall, which was reflected in the increase in packing compared with a year ago. Theory built on this is that the trade will not find as rapid accumulation in stocks as usually seen during the winter months and if there is the same proportionate demand for products that there has been for months past, there will be an absorption of products, both fats and meats, which will take a great portion of the surplus offerings out of the market.

If in addition to this development, which some claim is in prospect, there should be any definite action at Washington looking toward some form of loan or credit which will permit the shipping of fats and meats to central Europe, the situation might still further be helped by such action. As a result of this possible position, there seem to be evidence of a little tendency to be more hopeful regarding the general position of the market than was the case during the late Fall.

PORK—Demand rather slow and the market weaker; mess at New York \$25.50 @26.50, family \$30; short clears \$29@33. At Chicago mess was quotable at \$22.50.

LARD—Demand less active in the east, but fairly good at Chicago. At New York prime western was quoted at 13.50@13.60c, middle western 13.35@13.45c, city at 13 $\frac{1}{4}$ c, refined to the Continent 14 $\frac{1}{4}$ c, South American 14 $\frac{1}{2}$ c, Brazil-kegs 15 $\frac{1}{2}$ c, compound 13 $\frac{1}{4}$ @13 $\frac{1}{2}$ c. At Chicago regular lard in round lots was quoted at .70c over Dec., loose lard .15c over Dec. and leaf lard at Dec. price.

BEEF—The market was dull and steady with mess at New York \$16@17; packet \$17@18; family \$21@23; extra India mess \$33@35; No. 1 canned corn beef \$2.35, No. 2 at \$4; sweet pickled tongues \$55@65 nominal.

Daily Market Service

The DAILY MARKET SERVICE, established to furnish the trade with authentic daily information of market prices and market transactions, is the latest addition to THE NATIONAL PROVISIONER'S trade service.

It includes market prices and transactions on provisions, lard, sausage meats, etc., together with daily hog market information, Board of Trade prices, etc. It covers export markets also.

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BRITISH PROVISION STOCKS

(Special Report to The National Provisioner.)

Liverpool, England, Dec. 4, 1923.

Stocks on hand at Liverpool on December 1, as estimated by the Liverpool Provision Trade Association, Ltd., with comparisons for last month and last year are as follows:

	Nov. 30, 1923	Oct. 31, 1923	Nov. 30, 1922
Bacon, boxes	21,562	18,103	4,343
Hams, boxes	3,069	1,478	5,296
Shoulders, boxes	1,129	1,398	195
Lard (tierces) P.S.W.	986	817	988
Lard (refined) Tons	252	675	169

Imports into Liverpool for the month of November, 1923, were:

34,170 boxes bacon and shoulders.
19,735 boxes hams.
83,052 cwt. lard.

The approximate weekly consumption of Liverpool stocks is given below:

	Bacon, boxes	Hams, boxes	Lard, tons
November	7,228	4,227	1,061
October	7,508	3,442	61,013
September	7,537	3,487	625
August	9,207	4,822	787
July	7,268	5,552	764
June	7,196	4,119	754

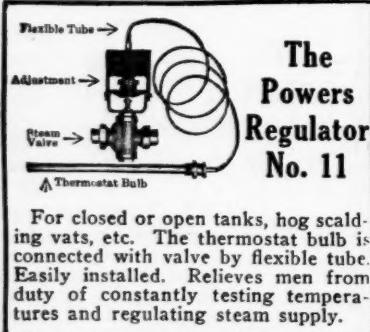
December 22, 1923.

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NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending December 15, 1923, with comparisons, as follows:

	Week ending	Cor.
	Dec. 8.	Previous week.
Western dressed meats:		
Steers, carcasses	8,037	7,350
Cows, carcasses	1,036	1,016
Bulls, carcasses	196	229
Veals, carcasses	9,969	10,161
Hogs and pigs	3,369	6,468
Lambs, carcasses	22,998	14,993
Mutton, carcasses	7,403	4,554
Beef cuts, lbs.	172,115	105,730
Pork cuts, lbs.	1,573,484	1,474,489
		1,569,328
Local slaughter:		
Cattle	10,778	9,937
Calves	14,473	11,209
Hogs	76,573	68,840
Sheep	50,857	53,888
		37,637

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending December 15, 1923, with comparisons:

	Week ending	Cor.
	Dec. 15	week,
Western dressed meats:		
Steers, carcasses	2,688	1,054
Cows, carcasses	1,042	1,218
Bulls, carcasses	58	22
Veal, carcasses	439	900
Lambs, carcasses	12,610	11,626
Mutton, carcasses	464	614
Pork, lbs.	191,865	184,747
		295,742
Local slaughter:		
Cattle	2,616	2,546
Calves	2,228	1,408
Hogs	35,931	28,110
Sheep	7,222	6,183
		5,867

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Dec. 20, 1923 as follows:

Fresh Beef—

STEERS:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Choice	\$19.00 @ 20.00	.....	\$17.50 @ 19.50	.....
Good	17.00 @ 18.00	14.00 @ 15.00	14.00 @ 17.00	14.00 @ 16.50
Medium	14.00 @ 16.00	13.00 @ 14.00	12.00 @ 14.00	13.00 @ 14.00
Common	11.00 @ 13.00	12.00 @ 13.00	10.00 @ 12.00	11.00 @ 13.00

COWS:

Good	12.00 @ 13.00	11.00 @ 11.50	11.00 @ 11.50	.....
Medium	11.00 @ 12.00	10.50 @ 11.00	10.00 @ 10.50	10.00 @ 11.00
Common	8.00 @ 10.00	10.00 @ 10.00	9.00 @ 10.00	8.00 @ 9.00

BULLS:

Good	.....	.....	11.00 @ 12.00	.....
Medium	.....	.....	9.00 @ 10.00	.....
Common	7.50 @ 7.75	.....	8.00 @ 8.50	.....

Fresh Veal—

Choice	15.00 @ 16.00	.....	17.00 @ 20.00	.....
Good	14.00 @ 15.00	13.00 @ 14.00	15.00 @ 16.00	16.00 @ 18.00
Medium	12.00 @ 13.00	12.00 @ 13.00	12.00 @ 14.00	14.00 @ 16.00
Common	8.00 @ 12.00	10.00 @ 12.00	10.00 @ 12.00	12.00 @ 14.00

Fresh Lamb and Mutton—

LAMB:	Choice	22.00 @ 23.00	23.00 @ 24.00	22.00 @ 23.00	22.00 @ 24.00
	Good	20.00 @ 21.00	22.00 @ 23.00	21.00 @ 22.00	20.00 @ 22.00
	Medium	19.00 @ 20.00	20.00 @ 21.00	19.00 @ 20.00	19.00 @ 20.00
	Common	16.00 @ 18.00	19.00 @ 20.00	17.00 @ 19.00	16.00 @ 18.00

YEARLINGS:

Good	.....	.....	17.00 @ 19.00	15.00 @ 17.00
Medium	.....	.....	.....	.....
Common	.....	.....	.....	.....

MUTTON:

Good	13.00 @ 15.00	14.00 @ 16.00	14.00 @ 15.00	.....
Medium	11.00 @ 12.00	11.00 @ 12.00	12.50 @ 13.50	11.00 @ 14.00
Common	8.00 @ 9.00	9.00 @ 10.00	11.00 @ 12.50	10.00 @ 11.00

Fresh Pork Cuts—

LOINS:	8-10 lb. average	11.00 @ 12.50	14.00 @ 14.50	13.00 @ 15.00	13.00 @ 14.00
	10-12 lb. average	10.50 @ 11.50	14.00 @ 14.50	12.00 @ 14.00	12.50 @ 13.50
	12-14 lb. average	10.00 @ 11.00	13.00 @ 14.00	12.00 @ 13.50	12.50 @ 13.50
	14-16 lb. average	9.00 @ 10.00	12.00 @ 12.50	11.50 @ 13.00	11.00 @ 12.00
	16 lbs. over	8.00 @ 9.00	.....	10.50 @ 13.00	.....

SHOULDERS:

Skinned	8.00 @ 9.00	.....	9.00 @ 11.00	9.00 @ 10.00

PICNICS:

4-6 lb. average	8.00 @ 9.00	9.50 @ 10.50	9.00 @ 11.00	9.00 @ 10.00
6-8 lb. average	7.00 @ 8.00	9.00 @ 9.50	9.00 @ 10.00	9.00 @ 10.00

BUTTS:

Boston style	9.00 @ 10.00	.....	10.50 @ 12.50	10.00 @ 12.00

*Veal prices include "hide on" at Chicago and New York.

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ended Dec. 15, 1923, with comparison.

PORK, BBLS.

	Week ended Dec. 15, 1923	Week ended Dec. 16, 1923	From Nov. 15, 1923
United Kingdom	1,383	272	5,234
Continent	.....	.....	.....
So. and Cent. Amer.	.....	.....	544
West Indies	.....	.....	.....
B. N. A. Colonies	.....	.....	.....
Other countries	.....	.....	.....
Total	1,383	272	6,049

BACON AND HAMS, LBS.

	United Kingdom	11,273,000	15,123,500	87,483,000
Continent	7,000,500	2,896,500	41,595,325	.....
S. and Cent. Amer.	44,000	.....	329,000	.....
West Indies	.....	.....	124,000	.....
B. N. A. Colonies	.....	.....	.....	.....
Other Countries	482,500	.....	482,500	.....
Total	18,756,250	18,020,000	129,684,825	.....

LARD, LBS.

	United Kingdom	12,948,322	8,194,322	32,539,743
Continent	13,248,890	9,072,250	66,115,852	.....
S. and Cent. Amer.	286,000	.....	567,000	.....
West Indies	44,000	.....	329,000	.....
B. N. A. Colonies	5,000	.....	8,400	.....
Total	18,517,191	18,166,589	99,559,985	.....

RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork, bbis.	Bacon and hams, lbs.	Lard, lbs.
New York	1,383	272	13,279,181
Portland, Me.	3,602,000	1,239,000	1,239,000
Boston	5,302,000	1,000,000	146,000
New Orleans	.....	.....	324,000
St. John, N. B.	1,315,000	.....	287,000
Total week	1,383	18,756,250	16,517,191
Previous week	500	24,615,100	18,580,281
Two weeks ago	761	19,912,750	11,018,933
Cor. week, 1922	272	18,020,000	18,166,589

Comparative summary of aggregate exports in lbs., from Nov. 1, 1923, to Dec. 15, 1923:

1923 1922 Increase

Pork, lbs. 1,209,800 1,117,200 92,600

Bacon, Hams, lbs. 1

TALLOW, STEARINE, GREASE AND SOAP WEEKLY REVIEW

TALLOW.—The market the past week has been rather dull, but the undertone was firmer. While no important transactions were reported, and buyers were not displaying any undue interest, possibly due to the approaching holidays, there was every evidence of a better feeling, and offerings were more strongly held.

There were bids in the market at 7½c for extra, New York, but sellers were asking eight cents delivered, equal to 7½c, ex-plant, against last sales at 7½c ex-plant. At New York special loose was 7½c nominal, extra 7¾@8c, and edible 9¾c. At Chicago the market was strong, with good inquiries in evidence, with Cuba reported in the market for No. 2 tallow, and some sales of tank No. 2 tallow claimed at 5¾c, on river point, shipment to Cuba.

At the London auction on December 19, 1,030 casks were offered, of which 980 were sold, prices advancing 6d to 1s 9d compared with the previous week, mutton selling at 45s 6d@48s 9d, beef at 44s@46s 9d, and good mixed beef at 44s; at Liverpool the market was firm with Australian fine quoted at 43s 9d, and good mixed at 42s 3d.

STEARINE.—The market was quiet and easier, with some small sales at New York at 10¾c, with that figure asked, and consumers' ideas well below the last sales. At Chicago the market was quiet and steady at 10¼c for oleo.

OLEO OIL.—The market, while moderately active, continued very strong with offerings limited, and demand good, with extra New York 16½@16½c, No. 1 at 16c, No. 2 at 11½c, and No. 3 at 10½c. At Chicago extra was quoted at 15@15½c.

SEE PAGE 37 FOR LATER MARKETS.

LARD OIL.—A fair demand was in evidence, and the market was very steady, with edible New York quoted at 16½@16½c, extra winter 13¾c, extra No. 1 at 11c, No. 1 at 10½c, and No. 2 at 10c.

NEATSFOOT OIL.—The market was moderately active and firm, with offerings limited. At New York pure was quoted at 14¾c, extra at 11@11½c, No. 1 at 10½c, and cold-pressed at 17c.

GREASES.—A very moderate trade continues to pass in this section, demand showing no improvement of importance, with prices steady. The tallow market is showing a little better tone, and some of the competing greases are ruling slightly firmer. It is expected, however, that over the year-end consumers' demand will be limited to actual requirements. At New York yellow and choice house were quoted at 6@6½c. with good yellow as high as seven cents, A white at 7½c, B white 6½@7c, and choice white 10½@10½c. At Chicago a good inquiry was noted with sales reported of 200 tcs. of choice white grease at 10½c to New York and 200 tcs. of yellow grease at 6½c, Chicago. Sales of another 100 tcs. were rumored. At Chicago brown was quoted at 5½@5¾c, yellow 5½@6½c, B white 7½@7½c, and choice white 9@9½c.

LOFFLER'S 1924 CALENDAR.

An attractive 1924 calendar printed in three colors has recently been issued by A. Loffler Provision Co., Inc., Washington, D. C. Important or interesting dates throughout the year are noted, which adds to the interest of the calendar.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner)

New York, Dec. 19, 1923.—One lot of 50 tons of high grade feeding tankage was sold at \$4.00@10c f.o.b. New York this week and ground fertilizer tankage sold at \$3.90, \$3.85 and then at \$3.80 and 10c f.o.b. New York. This last figure might be considered about the market today although the sellers in general are asking a little higher price. Quite a few re-sale lots have come on the market some of which are still unsold.

Other materials are moving very slowly especially Bonemeal which still seems to be in plentiful supply at low prices.

Cracklings are still weak and one lot of ground meat scraps, a re-sale lot, was sold at a very low figure. The trading will be very light now until after the new year.

How should the hog "sticker" work to avoid damage to shoulder meats? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending December 8, 1923:

Western dressed meats:	Week ending	Prev. week	Cor. week
Steers, carcasses	2,048	2,066	3,074
Cows, carcasses	818	863	1,005
Bulls, carcasses	240	147	296
Veal, carcasses	1,470	1,442	2,074
Lambs, carcasses	7,755	6,224	8,243
Mutton, carcasses	1,890	1,375	2,725
Pork, lbs.	520,137	459,199	563,589
Local slaughters:			
Cattle	2,552	2,433	2,322
Calves	2,497	1,743	2,344
Hogs	30,159	23,293	24,300
Sheep	6,727	5,193	5,495

NEW YORK LIVESTOCK.

Receipts for week ending Saturday, December 15, 1923, are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,029	11,278	13,970	25,181
New York	1,522	1,592	34,234	2,264
Central Union	4,501	1,376	692	17,326
Total	10,052	14,047	48,896	44,774
Previous week	8,648	11,920	36,002	51,063
Two weeks ago	8,773	8,721	36,671	31,152

Packinghouse By-Products Markets

Chicago, December 19, 1923.

Blood

The blood market remains easy. Sellers are asking \$4.00 at Chicago and \$3.75 at river points.

	Unit ammonia.
Ground	\$3.90@4.00
Crushed and unground	3.75@3.85

Digester Hog Tankage Materials.

	Unit ammonia.
Ground	\$3.90@4.00
Crushed and unground	3.75@3.85
Rejected	3.75@3.85

The digester hog tankage materials market is not active. The continued open weather has delayed the demand from the country and stocks have accumulated.

	Unit ammonia.
Ground, 10 to 12%, ammonia	\$3.00@3.25
Unground, 10 to 11%, ammonia	2.65@2.90
Unground, 7 to 9% ammonia	2.35@2.50

Fertilizer Tankage Materials.

A little inquiry has been received for future delivery. Little activity is looked for until after the first of the year.

	Unit ammonia.
High grade, ground, 10-11% ammonia	\$2.65@2.75
Lower grade, ground, 6-9% ammonia	2.40@2.55
Medium to high grade, unground	2.10@2.35
Low grade and country rend., unground	1.75@2.00
Hoof meal	2.65@2.75
Hoof stick	2.00@2.10
Grinding hoofs, pigs' toes, dry	30.00@33.00

Bone Meals.

This is an off-season in the bone meal market, and it is quiet at low levels. Little interest is being shown.

	Per ton.
Raw bone meal	\$24.00@26.00
Steamed, ground	19.00@21.00
Steamed, unground	15.00@17.00

Cracklings.

A little more interest is being manifested in the crackling market this week. There has been some buying.

	Per ton.
Fork, according to grease and quality	\$45.00@57.50
Beef, according to grease and quality	35.00@40.00

Bones, Horns and Hoofs.

Manufacturing bones continue in good foreign demand, while hoofs are not in much demand.

	Per ton.
No. 1 horns	\$225.00@250.00
No. 2 horns	175.00@200.00
No. 3 horns	125.00@150.00
Culls	33.00@35.00
Hoofs, black and striped, unassorted	34.00@35.00
Hoofs, white, unassorted	45.00@55.00

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THE NATIONAL PROVISIONER
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VEGETABLE OILS WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Moderately Active—Prices Stubborn to Selling Pressure—Sentiment Divided—Crude Tight—Cash Trade Reports Poor—Government Report Stand-off.

A fair volume of trade featured cottonseed oil futures on the New York Produce Exchange the past week. The market showed little or no change from its recent action, and on the whole remained in the doldrums with both sides puzzled and inclined to wait further developments. At times the local element has pressed the market rather freely, while refiners keep putting hedges into the market daily against crude purchases, but the distant months are stubbornly supported on the breaks by Southern interests, for both speculative and mill account.

Liquidation in the January delivery caused that position to drop to .55 under March at one time, and was responsible for the March delivery breaking the resisting point of 11½c, the May going under 11¾c. On the small breaks an over-sold position appears to develop, causing technical strength, bringing about rallies easily when shorts try to cover.

The situation is most puzzling, and continues to be one where the South is the

main-stay to the market, through persistent buying, while conditions appear to be against any important advances, at the moment. It is estimated that the South is carrying hedges in the future market of upward of 200,000 bbls., and at the same time carrying considerable seed and crude oil.

The refining interests, meeting with a very limited consuming demand, are finding the best market for cotton oil at this time in the New York ring, and continue delivering oil on contracts, and hedging at extremely favorable differentials.

According to some of the oldest traders around the ring, there has seldom, if ever, been a time when all of the important refining interests were on the short side of the market, as they are at present. They are not pressing the market for a decline, and appear to be taking the crude oil as offered.

Refiners Not Bearish.

One of the leading refining interests stated that refiners are not bearish because of the idea of buying cheap crude or seed, but are influenced entirely by the falling off in distribution compared with the same time last year. He also pointed out that, as long as crude oil continues

to come out around 9½c, it was more profitable for the refiner to have a bull-market in futures, as it would widen the hedging differential somewhat.

The Government report confirms, to date, the persistently disappointing cash trade claims. Consumption during the month of November was 219,000 bbls. against 263,000 in November last year, while the consumption for the first four months this season has been 822,000 bbls. against 970,000 bbls. the same time last year, a decrease in disappearance of 148,000 bbls. for the first four months.

Thus far during December no betterment has been noted. A further falling off in demand is most generally reported, and from the present looks of things, it is estimated that December will be lucky to go 130- to 150,000 bbls. compared with 190,000 consumed in December last year.

The disposition during the past few days had been to underestimate November consumption, and, whereas a short while back the trade was talking 220,000 bbls., estimates dropped, prior to the report, to around 200,000 bbls., and even less—so much so that the report had little or no effect on values and was, apparently, discounted.

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The Most Important Feature.

As stated before, the most important feature in the cotton oil situation from now on will be the extent of the demand, as available supplies for the season are approximately known, and unless there is a notable improvement in consuming demand there is every possibility of a larger carry-over this year than last.

The visible supply in the shape of seed, crude and refined as of Dec. 1st, was 1,102,000 bbls., against 889,000 the previous month and 1,107,000 bbls. on Dec. 1 last year, the falling off in consumption bringing the visible up to practically the same figure as that of a year ago, even though seed receipts to date are more than 100,000 tons less than at the same time last year. For a time following the report there was a considerable fuss about the total disappearance figuring 246,000 bbls. during November, taking into consideration seed, crude and refined. This meant little, however, as based on the same calculations, the total disappearance in November last year was 295,000 bbls. In some quarters, attention was called to the fact that whereas the refined stocks of oil last month were 14,000,000 lbs. larger than a year ago, the November report showed that the refined oil stocks Dec. 1 were only 3,000,000 lbs. larger than last year. The refined stocks were equal to 243,000 bbls. on Dec. 1, against 237,000 at the same time last year.

Exports Falling.

Exports of refined cotton oil the first four months this season were 5,077,586 lbs. against 17,629,809 last year, while exports of crude oil the first four months this year were 7,359,000 lbs. against 5,270,000 last year. The exports continued to

dwindle practically nothing, and in this connection it is interesting to note that reports have been current of Canadian refiners or soap manufacturers, as well as compound interests, having bought a liberal amount of Egyptian crude cottonseed oil, which figured eight cents, laid down in Canada, which will further tend to cut down American exports of this commodity.

With the long interest largely speculative, the disposition is to look upon the market as in a weak technical position, but the market lacks leadership on the bear side, and many of the bears believe that if the South can hold present prices until February, improvement in cash trade will have developed, and an upward movement will follow, such as was noted about this type last year. There are others, however, who continually point out the relatively high prices compared with a year ago, while the hog run continues tremendous, and for the first time in months the European lard demand has fallen off considerably the past week.

Cottonseed Products Census.

A summary of the government cottonseed census for Nov. 30 is as follows:

	1923.	1922.
Stock August 1.....	12	13
Received at mills, 4 months.....	2,344	2,448
Crushed same time.....	1,568	1,584
On hand November 30.....	796	875
CRUDE OIL		
Stock August 1.....	5,036	6,905
Produced 4 months.....	458,250	476,514
Shipped out same time.....	355,082	392,869
Stock November 30.....	139,763	116,859
REFINED OIL		
Stock August 1.....	137,998	163,851
Produced 4 months.....	288,280	319,064
Stock November 30.....	97,172	94,759
Exports four months.....	12,337	22,900
Refined cottonseed oil consumption.....	(000 omitted)	
	1923.	1922.
Stock August 1.....	137,928	163,851
Produced 4 months.....	288,280	319,064
Total supply.....	426,217	482,905
Stock November 30.....	97,172	94,759
Consumption domestic and export 4 months.....	320,045	388,149
Equal in barrels.....	822	970

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COTTONSEED OIL—Market transactions.

Thursday, December 13, 1923.					
		Range		Closing	
Sales.	High.	Low.	Bid.	Asked.	
Spot.			1050	a	....
Dec.	100	1090	1090	1080	a 1100
Jan.	1700	1129	1117	1118	a 1120
Feb.			1135	a	1140
Mar.	5300	1174	1159	1158	a 1159
Apr.			1168	a	1172
May.	4400	1191	1179	1179	a 1181
June.			1183	a	1191
July.	300	1198	1195	1195	a 1197
Total sales, including switches, 13,200					
Prime Crude S. E. 950 sales.					

Friday, December 14, 1923.					
		Range		Closing	
Sales.	High.	Low.	Bid.	Asked.	
Spot.			1075	a	1100
Dec.			1075	a	1095
Jan.	100	1113	1113	1112	a 1116
Feb.			1130	a	1145
Mar.	4400	1168	1154	1154	a 1155
Apr.			1164	a	1167
May.	4800	1186	1176	1176	a 1177
June.			1180	a	1199
July.			1193	a	1195
Total sales, including switches, 10,300					
Prime Crude S. E. 950 sales.					

Saturday, December 15, 1923.					
		Range		Closing	
Sales.	High.	Low.	Bid.	Asked.	
Spot.			1075	a	....
Dec.			1090	a	1125
Jan.	1900	1106	1100	1106	a 1107
Feb.			1120	a	1130
Mar.	2600	1160	1145	1148	a 1150
Apr.			1162	a	1167
May.	1900	1183	1175	1180	a 1182
June.			1185	a	1195
July.	200	1196	1196	1197	a 1199
Total sales, including switches, 7,000					
Prime Crude S. E. 950 sales. Nominal.					

SEE PAGE 35 FOR LATER MARKETS.

Monday, December 17, 1923.					
		Range		Closing	
Sales.	High.	Low.	Bid.	Asked.	
Spot.			1090	a	1125
Dec.			1090	a	1125
Jan.	800	1102	1096	1096	a 1099
Feb.			1120	a	1140
Mar.	2600	1160	1145	1148	a 1150
Apr.			1162	a	1167
May.	4300	1183	1174	1175	a 1177
June.			1180	a	1189
July.			1193	a	1199
Total sales, including switches, 13,700					
Prime Crude S. E. 950 sales.					

Tuesday, December 18, 1923.					
		Range		Closing	
Sales.	High.	Low.	Bid.	Asked.	
Spot.			1090	a	....
Dec.			1080	a	1100
Jan.	2800	1100	1090	1095	a 1098
Feb.			1120	a	1135
Mar.	5900	1150	1139	1145	a 1146
Apr.			1160	a	1168
May.	5700	1179	1167	1174	a 1175
June.			1179	a	1189
July.	200	1192	1192	1192	a 1193
Total sales, including switches, 17,300					
Prime Crude S. E. 950 Nominal.					

Wednesday, December 19, 1923.					
		Range		Closing	
Sales.	High.	Low.	Bid.	Asked.	
Spot.			1090	a	1125
Dec.	100	1098	1098	1080	a 1125
Jan.	3100	1102	1097	1098	a 1105
Feb.			1115	a	1135
Mar.	5000	1153	1147	1151	a 1152
Apr.			1164	a	1170
May.	3000	1180	1174	1178	a 1181
June.			1180	a	1190
July.	2000	1196	1195	1196	a 1197
Total sales, including switches, 16,000					
Prime Crude S. E. 950 sales.					

Thursday, December 20, 1923.					
		Range		Closing	
Sales.	High.	Low.	Bid.	Asked.	
Spot.			1085	a	1112
Dec.			1107	1099	1099 a 1106
Jan.			1115	a	1130
Feb.			1147	1144	1143 a 1151
Mar.			1157	a	1163
Apr.			1175	1171	1172 a 1173
May.			1175	1175	a 1186
June.			1190	1190	1189 a 1190
July.			1190	1190	1189 a 1190

COCONUT OIL—A fairly good consuming demand and continued firmness in Copra with a little better feeling in tallow and firmness in crude cotton oil made for a rather firm undertone in coconut oil the past week. Offerings were more firmly held but buyers were slow in following advances. Copra offerings were limited with prices nominally 5½c Coast and 5¾c New York. At New York Ceylon type in barrels was quoted at 9½@9¾c. Tanks 8¾c, Tanks coast 8½c Cochin type barrels New York 10@10½c.

SOYA BEAN OIL—A moderate business was noted the past week but demand generally was limited although the market ruled very steady with offerings rather light. At New York crude in barrels was quoted at 11@11½c, Tanks 10½c, Tanks coast 9¾@10c. Reports continue to indicate that to some extent soya bean oil is being consumed at the expense of cotton oil owing to its comparative cheapness.

PEANUT OIL—The market remains rather dull and featureless owing to limited supplies and light offerings but the undertone continues firm. The Government in its final report placed peanut production at 636,462,000 lbs. for 1923 against 633,114,000 lbs. last year and 829,307,000 lbs. two years ago. At New York crude was nominal and refined in barrels quoted at 15½@16c.

CORN OIL—A fairly good demand was reported and the market ruled rather firm with offerings well held. The Government report placed the corn crop at 3,054,000,000 bu. against 2,906,000,000 bu. last year. At New York crude in barrels was quoted at 11¼@11½c tanks Chicago 10c, refined barrels New York 13¾@13½c cases 13.38c.

PALM OIL—While trade was reported as quiet the market was firm with no pressure of spot oil and with a steadier feeling in tallow. The foreign markets ruled rather strong. At New York lago spot and shipment was quoted at 7½@7¾c, Nigre spot 6.85@7c.

PALM KERNEL OIL—The strength abroad resulted in a firm market here but small trade. At New York imported was quoted at 8½@8¾c.

SEASAME OIL—The market ruled very firm with a fair demand in evidence with spot sesame New York around 13½c while offerings for January shipment were in evidence at 11¾c c.i.f. New York.

COTTONSEED OIL—Demand has been rather limited and the market easier with quotations varying greatly. Pressure of store oil at New York continues in evidence. At New York P. S. Y. spot barrels was quoted from 11½ to 12c. Southeast and valley crude 9½c Texas 9¾c.

CHEMICALS AND SOAP SUPPLIES. (Special report to The National Provisioner.)

New York, December 18.—Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-six per cent caustic soda, \$3.76@3.91 per cwt; 98% powdered caustic soda, \$4.16@4.56 per cwt; 58% carbonate of soda, \$2.04@2.19 per cwt.

Clarified palm oil in casks of 2,000 lbs., 7½@7¾c lb.; olive oil foots, 9@9¾c lb.; East India Cochin cocoanut oil, 13½@14c

lb.; Cochin grade cocoanut oil, domestic, 10½@11c lb.; Ceylon grade cocoanut oil, 10½@10½c lb.

Prime summer yellow cottonseed oil, 12½@12¾c lb.; soya bean oil, 11¾@12c lb.; linseed oil, 93@98c gallon; crude corn oil in barrels, 12c lb.; peanut oil in barrels, New York, deodorized, 15½@16c lb.;

peanut oil in tanks, F. O. B. mills, 11½c lb.

Extra tallow, 8@8½c lb.; dynamited glycerine, nominal, 16c lb.; saponified glycerine, nominal, 12½c lb.; crude soap glycerine, nominal, 11c lb.; chemically pure glycerine, nominal, 16½c lb.; prime packers' grease, nominal, 5½@6c lb.

Census of Cottonseed and Products

Cotton seed received, crushed, and on hand, and cottonseed products manufactured, shipped out, on hand, and exported covering the fourth-month period ending Nov. 30, 1923 and 1922, are reported as follows by the U. S. Bureau of the Census:

Cotton seed received, crushed, and on hand (tons).

United States	Received at mills*		Crushed		On hand at mills	
	Aug. 1 to Nov. 30 1923	1922	Aug. 1 to Nov. 30 1923	1922	1923	1922
Alabama	86,151	151,648	68,676	111,785	17,927	41,883
Arkansas	126,072	214,300	93,826	122,936	32,830	92,186
Georgia	139,708	176,018	100,300	119,042	40,581	58,651
Louisiana	93,221	84,859	63,430	57,610	29,795	26,725
Mississippi	187,185	256,255	123,369	171,050	64,314	115,499
North Carolina	104,889	186,343	115,555	121,181	79,630	65,848
Oklahoma	124,319	157,176	89,928	85,820	34,590	71,981
South Carolina	120,600	94,504	80,907	73,324	31,423	22,388
Tennessee	104,940	202,914	75,118	110,964	29,925	92,128
Texas	1,085,089	799,488	680,770	537,781	410,480	245,836
All other	84,303	94,645	61,802	52,097	23,011	42,306

*Includes seed destroyed at mills but not 12,786 tons and 13,168 tons on hand Aug. 1, nor 55,514 tons and 66,177 tons reshipped for 1923 and 1922, respectively.

Cottonseed products manufactured, shipped out, and on hand.

Crude oil (pounds)	Season.		Produced Aug. 1 to Nov. 30.	Shipped out Aug. 1 to Nov. 30.	On hand Nov. 30.	
	1923-24	1922-23			1923-24	1922-23
Crude oil (pounds)	103,128,489	138,112,489	288,288,683	310,054,052	297,172,033	94,758,849
Cake and meal (tons)	49,791	66,015	714,736	586,465	178,062	143,371
Hulls (tons)	15,654	28,617	443,902	289,580	169,967	146,722
Linters (500-lb. bales)	27,569	38,929	484,476	346,371	200,803	139,452
Hull fiber (500-lb. bales)	7,265	34,342	215,016	218,894	6,684	6,619
Grabots, motes, etc. (500-lb. bales)	1,605	1,428	19,753	31,111	5,080	4,888

*Includes 1,032,229 and 9,977,978 pounds held by refining and manufacturing establishments and 1,170,910 and 23,716,980 pounds in transit to refiners and consumers August 1, 1923, and November 30, 1923, respectively.

†Includes 3,783,784 and 6,820,437 pounds held by refiners, brokers, agents, and warehouse-men at places other than refineries and manufacturing establishments and 8,670,531 and 3,753,427 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1923, and November 30, 1923, respectively.

‡Produced from 315,481,027 pounds crude oil.

Cottonseed products manufactured and on hand at oil mills, season, 1923-4

Manufactured Aug. 1 to Nov. 30—	Crude oil (pounds)	Cake and meal (tons)		Hulls (tons)	Linters (500-lb. bales)
		United States	Other		
Crude oil (pounds)	458,249,813	714,736	443,902	312,686	
Alabama	21,079,480	30,378	18,064	12,904	
Arkansas	26,757,923	39,845	29,450	19,728	
Georgia	31,201,340	47,802	25,200	20,532	
Louisiana	18,298,523	28,745	17,794	12,182	
Mississippi	39,987,463	52,086	37,102	27,657	
North Carolina	36,360,264	54,696	28,676	21,883	
Oklahoma	24,280,188	42,848	23,764	18,572	
South Carolina	27,478,911	42,740	22,209	20,169	
Tennessee	22,525,074	30,481	22,249	16,599	
Texas	100,246,283	316,605	200,932	130,851	
All other	19,134,304	27,910	17,562	11,599	

On hand at oil mills Nov. 30—

United States	Produced Aug. 1 to Nov. 30.		Shipped out Aug. 1 to Nov. 30.	On hand Nov. 30.
	1923	1922		
Crude oil (pounds)	106,067,573	118,062	169,967	139,452
Alabama	6,242,761	11,273	5,506	6,304
Arkansas	9,001,481	14,035	10,634	9,684
Georgia	7,279,108	14,396	6,373	11,318
Louisiana	4,960,935	11,505	7,690	8,284
Mississippi	13,719,219	16,873	13,488	13,200
North Carolina	8,084,040	13,968	7,543	10,778
Oklahoma	10,543,904	12,249	13,241	10,013
South Carolina	5,068,013	15,634	6,648	8,963
Tennessee	7,430,873	11,334	7,822	9,969
Texas	31,820,222	47,605	88,884	44,681
All other	1,801,117	8,290	7,138	5,168

Exports on cottonseed products for four months ending Nov. 30.

Oil Crude	1923.		1922.
	pounds	pounds	
Refined	7,259,144	5,077,586	5,270,079
Cake and meal	5,077,586	5,077,586	17,629,809
Linters	50,163	107,871	11,754
	running bales	16,602	



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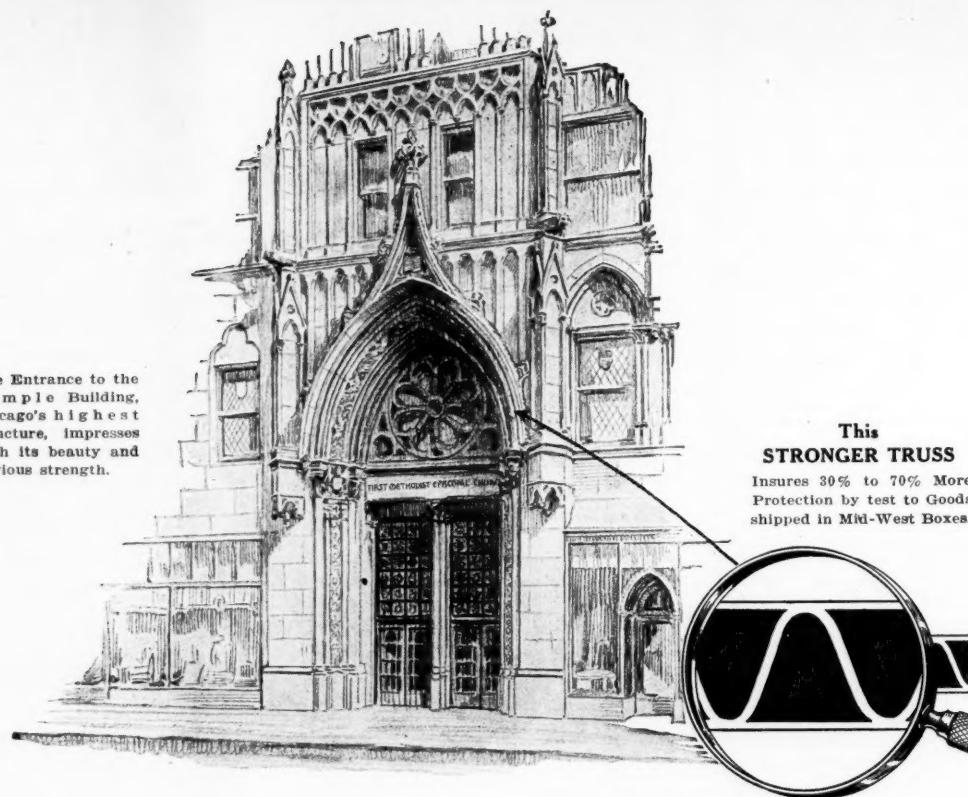
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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products easier under scattered liquidation. Packers selling with heavy marketings and active slaughtering and a noticeable falling off in export and domestic trade. Lard clearances from seaboard large. Reports from parts of Illinois claim crop of fall pigs less than half that of last fall. Stocks of produce on the increase.

Cottonseed Oil.

Cottonseed oil market easier under scattered liquidation but strongly supported with trade light and of holiday character. Crude offerings lighter the latter part week with Southeast Valley, 9½c; Texas, 9¾c; Memphis January crude sold at 10c for February shipment; 10c bid. Cash trade shows no improvements; ring sentiment mostly bearish.

Quotations on cottonseed oil at Friday noon were: December, \$10.80@\$11.10; January, \$10.92@\$10.99; February, \$11.22@\$11.30; March, \$11.35@\$11.37; April \$11.40@\$11.60; May, \$11.65@\$11.67; June, \$11.70@\$11.85; July, \$11.82@\$11.85.

Tallow.

Extra tallow, 7¾c, bid.

Oleo Oil and Stearine.

Stearine, 10¾c asked.

FRIDAY'S GENERAL MARKETS.

New York, December 21, 1923.—Spot lard at New York, prime western, \$13.50@\$13.60; middle western, \$13.35@\$13.45; city steam, \$13.25; refined, continent, \$14.25; South American, \$14.50; Brazil kegs, \$15.50; compound, \$13.25@\$13.50.

Liverpool Provision Markets.

Liverpool, December, 21, 1923.—(By Cable.) Quotations today: Shoulders square, 6ls; shoulders, picnics, 57s; hams, long cut, 89s; hams, American cut, 88s; bacon, Cumberland cut, 60s; bacon, short backs, 69s; bacon, Wiltshire, 63s 3d; bellies, clear 66s; Australian tallow, 43s 9d; spot lard, 79s.

Hull Oil Market.

Hull, England, December 21, 1923.—(By Cable.)—Refined cottonseed oil, 44s 6d; crude cottonseed oil, 41s 6d.

SOUTHERN MARKETS.

(Special Wire to The National Provisioner.)

Dallas, Tex., Dec. 20, 1923.—Cottonseed oil very dull. Few sales have been made at 9¼@9¾c; cracked cake meal, \$40.00@\$40.50; very slow; slab cake, \$37.50@\$38.00; hulls, \$9.50@\$11.00, on location; linters, first cut, 11@12c; second cut, 6@10c; mill run, 6@7½c; quiet. Some offerings; no takings. Light rains all week.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 20, 1923.—Prime crude steady at 9½c, bid, 9¾c@\$9¾c asked. Offerings extremely light. Mills expecting good advances after January 1. Refined quiet but firm. Thirty-six per cent meal, \$42.00; 41 per cent meal, \$46.00; loose hulls, \$14.00; sacked hulls, \$17.25, all per ton delivered New Orleans.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Dec. 20, 1923.—Crude, 9½c Mississippi Valley. Fair demand but mills indifferent sellers. Forty-one per cent protein meal, \$45.00, Memphis; loose hulls, \$15.00@\$16.00, Memphis.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York Dec. 1 to Dec. 19, 175 bbls.

TRADE GLEANINGS.

Fred Keener plans to establish a tannery in Gravette, Ark.

Plans have been prepared for a \$500,000 plant for the Albany Packing Co., Albany, N. Y.

The Eastern Provision Co., Hartford, Conn., will build a two-story plant at a cost of \$40,000.

Banfield Bros. Packing Co., lately incorporated, plans to erect a packing plant in Springfield, Mo.

The Hetzler Packing Co., Columbia, Mo., is building an ice-storage plant of 2,500 tons capacity.

The board of directors of Wilson & Co. has declared a quarterly dividend of 1½ per cent on its preferred stock, payable January 2, 1924.

The Okmulgee Slaughtering & Market Co. is to erect a packing plant in Okmulgee, Okla., with a daily capacity of 50 hogs and 50 cattle.

The H. Fischer Packing Co., Louisville, Ky., plans a three-story brick building which will be used for the manufacture of sausage and other products.

Henneberry & Co., Arkansas City, Kans., have purchased the Wichita Meat and Provision Co., Wichita, Kans. The latter plant will be remodeled and will be used as a cattle slaughtering plant.

The Bell Packing Company, Cheyenne, Wyo., was recently established by John H. Bell, one of the leading retailers of that section. Mr. Bell has been so successful in his business that he has extended his operations into the packing field.

Harker & Lofstead, wholesale meat dealers at Morgantown, W. Va., have just about completed an up-to-date abattoir at a cost of \$40,000. This firm was established last spring by C. H. Harker and Oscar Lofstead, for the purpose of slaughtering cattle, calves and lambs. They also kill and sell hogs in the carcass, and are doing a big business.

It is reported that a plan for the reorganization of the Cincinnati Abattoir Co., Cincinnati, Ohio, has been perfected by a committee representing important creditors and interests allied with the old company. It is proposed to form a new company with a capitalization of \$2,500,000, of which \$1,320,000 is to be 2 per cent cumulative and participating preferred stock and \$1,180,000 common stock.

ARGENTINE BEEF EXPORTS.

Cabled reports of Argentine exports of beef of the week up to December 14, 1923, show exports from that country were as follows: To England, 119,982 quarters; to the continent, 53,625 quarters; to other ports, none.

Exports for the previous week were as follows: England, 86,919 quarters; to the continent, 47,272 quarters; to other ports, none.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, December 19, 1923.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 16@17c; green hams, 8-10 lbs., 17c; 10-12 lbs., 16½c; 12-14 lbs., 15½c; green clear bellies, 6-8 lbs., 13c; 8-10 lbs., 13c; 10-12 lbs., 12½c; 12-14 lbs., 12c; sweet pickled clear bellies, 6-8 lbs., 11c; 8-10 lbs., 11½c; 10-12 lbs., 11½c; 12-14 lbs., 11c; sweet pickled rib bellies, 10-12 lbs., 11½c; 12-14 lbs., 11c; sweet pickled hams, 8-10 lbs., 17½c; 10-12 lbs., 17c; 12-14 lbs., 16½c; dressed hogs, 11¾c; city steam lard, 13¾c; compound, 13¾c.

RECEIPTS AT CENTERS.

SATURDAY, DECEMBER 15, 1923

	Cattle	Hogs	Sheep
Chicago	1,000	10,000	2,000
Kansas City	500	2,500	500
Omaha	600	12,000	500
St. Louis	300	8,000	200
St. Joseph	100	6,000	500
Sioux City	500	11,000	1,000
St. Paul	500	2,200	100
Oklahoma City	200	500	...
Fort Worth	200	15,000	100
Milwaukee	700	400	...
Cincinnati	100	400	...
Buffalo	200	200	...
Cleveland	100	5,500	3,000
Nashville, Tenn.	400	4,500	1,000
Toronto	200	2,000	...
	200	500	...

MONDAY, DECEMBER 17, 1923

	Cattle	Hogs	Sheep
Chicago	27,000	70,000	24,000
Kansas City	23,000	17,000	7,000
Omaha	9,500	13,000	15,000
St. Louis	4,000	30,000	2,000
St. Joseph	3,000	7,000	6,000
Sioux City	6,000	12,000	2,500
St. Paul	8,500	29,000	1,500
Oklahoma City	2,000	1,200	...
Fort Worth	3,000	1,500	...
Milwaukee	300	2,500	100
Denver	8,000	1,600	3,200
Louisville	1,600	2,600	400
Wichita	2,500	800	...
Indianapolis	1,000	16,000	300
Pittsburgh	500	16,000	6,000
Cincinnati	2,500	10,000	100
Buffalo	2,600	22,000	18,000
Cleveland	2,500	13,000	2,500
Nashville, Tenn.	800	3,000	...
Toronto	1,700	2,000	1,400

TUESDAY, DECEMBER 18, 1923

	Cattle	Hogs	Sheep
Chicago	11,000	60,000	12,000
Kansas City	12,000	18,000	8,000
Omaha	5,300	11,000	15,000
St. Louis	5,700	23,000	3,500
St. Joseph	2,500	10,000	1,500
Sioux City	2,300	14,000	500
St. Paul	2,200	22,000	1,500
Oklahoma City	1,300	1,600	...
Fort Worth	2,000	1,200	300
Milwaukee	700	4,000	200
Denver	400	2,800	300
Louisville	12,000	1,500	...
Indianapolis	1,300	25,000	500
Pittsburgh	200	3,000	1,000
Cincinnati	500	5,500	300
Buffalo	300	4,500	1,200
Cleveland	400	4,500	1,000
Nashville, Tenn.	100	2,500	...
Toronto	400	1,900	200

WEDNESDAY, DECEMBER 19, 1923

	Cattle	Hogs	Sheep
Chicago	9,000	38,000	8,000
Kansas City	6,000	20,000	2,500
Omaha	6,000	16,000	6,000
St. Louis	3,000	16,000	1,500
St. Joseph	2,700	14,500	2,000
Sioux City	2,600	19,000	1,000
St. Paul	2,100	28,500	1,000
Oklahoma City	1,200	2,400	...
Fort Worth	2,800	1,500	...
Milwaukee	700	4,500	200
Denver	1,000	800	700
Louisville	300	2,500	200
Wichita	500	1,600	...
Indianapolis	1,000	17,000	200
Pittsburgh	100	3,500	600
Cincinnati	1,000	6,000	500
Buffalo	500	2,500	1,800
Cleveland	500	7,000	1,000
Nashville, Tenn.	100	2,000	...
Toronto	300	2,100	300

THURSDAY, DECEMBER 20, 1923

	Cattle	Hogs	Sheep
Chicago	11,000	64,000	13,000
Kansas City	3,500	12,000	1,500
Omaha	4,000	14,000	10,500
St. Louis	1,200	13,000	500
St. Joseph	1,500	8,000	1,500
Sioux City	2,000	13,500	500
St. Paul	2,300	2,000	1,000
Oklahoma City	800	1,000	...
Fort Worth	2,700	1,500	200
Milwaukee	500	3,500	200
Denver	1,100	3,800	500
Louisville	800	1,000	...
Wichita	300	15,000	200
Indianapolis	100	4,000	1,200
Pittsburgh	600	6,500	200
Cincinnati	100	5,400	1,200
Buffalo	200	11,200	6,000

FRIDAY, DECEMBER 21, 1923

	Cattle	Hogs	Sheep
Chicago	4,000	60,000	8,000
Kansas City	1,500	10,000	500
Omaha	1,500	44,000	7,500
St. Louis	1,000	14,000	500
St. Joseph	700	9,000	3,500
Sioux City	1,000	12,000	1,000
St. Paul	1,300	16,000	1,000
Oklahoma City	800	43	...
Fort Worth	1,800	700	100
Milwaukee	400	300	500
Denver	400	11,000	100
Indianapolis	400	6,000	500
Pittsburgh	100	5,600	100
Cincinnati	300	12,000	6,000
Buffalo	200	11,200	6,000

LARD AND GREASE EXPORTS.

Exports of lard from New York Dec. 1 to Dec. 19 were: 33,621,789 lbs.; tallow, 173,600 lbs.; greases, 3,102,000 lbs., and stearine, 38,800 lbs.

December 22, 1923.

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, Dec. 20, 1923.

CATTLE—Considerable unevenness featured this week's general market. For the first time in weeks weighty steers were in demand, shippers competing so actively for these that prices are unevenly 35@50c higher than a week ago, quality considered.

Strictly choice yearlings have been absent, but Christmas demand, so active a week ago, has waned. Lower grades of yearlings, together with matured beef steers of value to sell at \$8.50 and below, are unevenly lower, in instances sharply off. Matured steers lacking high finish sold today upward to \$10.90, with some 1,682-lb. averages at \$10.65. Best yearlings this week realized \$12.60, but few exceeded \$11.00, and the rank and file of youngsters turned at \$7.50@10.00, a spread of \$7.50@9.50 taking most short-fed matured steers, although numerous strings of the latter sold downward to \$7.00 and below, some of these carrying considerable weight.

The same unevenness ran through the stock contingent. At times plain light heifers were practically unsalable and even comparatively long-fed kinds were weak. Declines on common and medium heifers amounted to 75c to \$1.00 in instances. Fat cows declined about 25c on the average, while canners and cutters closed strong. Early declines in bologna bulls was mostly regained, vealers also finishing about steady.

HOGS—Receipts continued large, receipts locally and at ten markets for the first four days of the calendar week exceeding corresponding period a week earlier. Demand from local killers continued broad, however, but buying on the part of shippers was less active than a week earlier, a reflection no doubt of

slowness in the dressed pork trade during the holiday season. Best butchers and light lights are closing the week strong to 10c higher, however, top today resting at \$7.10.

Killing quality showed improvement, the rank and file of butcher hogs including a large proportion of highly finished offerings and fewer underweights than a few weeks ago. Although the packing grades finished weak to a shade lower than a week ago, but smooth sows are selling equal to or higher than best light lights, a feature which emphasizes the relative scarcity of lard. Demand for pigs was uneven, closing values being about 25c lower.

SHEEP—Receipts were considerably smaller than a week earlier, and although declines were apparent early, this downturn was fully regained on closing sessions, fat lambs finishing practically in line with a week earlier. At the low time best fat lambs topped at \$12.75, the \$13.00 mark being reached, however, Wednesday and today. Most desirable woolled lambs moved at \$12.50@12.85. Clippers ranged from \$10.50@11.25, according to weight and quality. The tendency to discount heavy lambs continued in evidence, some 100-lb. offerings in the fleece selling downward to \$10.50.

Sheep gained price ground, scarcity be-

ing the stimulating factor on early week's sessions, while at the close advances were lost. Light fed western ewes at \$7.75 were the highest in months. A sprinkling of aged wethers brought \$8.00@8.25, some yearling wethers making \$11.00.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)
Kansas City, Mo., Dec. 20, 1923.

CATTLE—Trade in beef steers for the week has been extremely dull and featureless. Killing quality was the plainest of the season and practically no long-fed offerings arrived. The few heavyweight fed steers and yearlings that were received sold at mostly steady levels. Short fed and weighty classes were very draggy throughout the week, and closing prices are unevenly lower, although there was some upward reaction on late days, due largely to the scarcity of the more attractive kinds.

The week's top was \$10.25 on yearlings and \$9.50 on heavy steers. Bulk of short fed steers ranged from \$7.25@9.00.

All classes of sheep closed weak to unevenly lower, with the exception of canners and cutters, which were strong to a shade up. Bulls were scarce and prices ruled steady. Veal calves are 25@50c lower, while other grades are as much as \$1.00 off in extreme cases.

HOGS—With receipts of hogs practi-

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, December 20, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
TOP	\$ 7.05	\$ 6.80	\$ 6.80	\$ 7.00	\$ 6.50
BULK OF SALES	6.50@ 7.00	6.40@ 6.75	6.40@ 6.70	6.60@ 7.00	6.25@ 6.50
Hvy. wt. (250-350 lbs.), med.-ch.	6.80@ 7.05	6.60@ 6.80	6.60@ 6.80	6.75@ 7.00	6.35@ 6.50
Med. wt. (200-250 lbs.), med.-ch.	6.70@ 7.05	6.55@ 6.80	6.55@ 6.80	6.70@ 7.00	6.30@ 6.50
Lt. wt. (180-200 lbs.), com.-ch.	6.40@ 6.85	5.90@ 6.65	6.00@ 6.65	6.25@ 6.90	6.25@ 6.50
Lt. It. (130-160 lbs.), com.-ch.	6.15@ 6.60	5.45@ 6.25	5.60@ 6.25	5.60@ 6.80	6.00@ 6.40
Packing hogs, smooth	6.40@ 6.60	6.25@ 6.50	6.35@ 6.50	6.10@ 6.25	5.85@ 6.10
Packing hogs, rough	6.15@ 6.40	6.00@ 6.25	6.25@ 6.35	5.90@ 6.10	5.75@ 5.85
Sightr. pgs. (130 lbs. down), med.-ch.	5.25@ 6.00				
Avg. cost and wt. Wed. (pigs excluded)	6.88-233 lbs.	6.05-216 lbs.	6.65-244 lbs.	6.88-226 lbs.	
Slaughter Cattle and Calves:					
STEERS (1,100 LBS. UP):					
Choice and prime	\$11.15@13.00	10.50@12.25	10.65@12.50	11.00@12.25	10.50@12.00
Good	9.75@11.50	9.00@10.75	9.25@10.85	9.75@11.00	9.00@10.50
Medium	7.85@ 9.75	7.00@ 9.25	7.15@ 9.50	7.25@ 9.75	7.00@ 9.00
Common	5.60@ 7.85	5.50@ 7.25	5.25@ 7.25	6.06@ 7.25	5.00@ 7.00
STEERS (1,100 LBS. DOWN):					
Choice and prime	11.50@13.00	10.75@12.25	10.85@12.50	11.00@12.50	10.50@12.00
Good	10.00@11.50	9.25@10.75	9.50@10.85	9.75@11.00	9.00@10.50
Medium	7.85@ 9.75	7.25@ 9.25	7.25@ 9.50	7.25@ 9.75	7.00@ 9.00
Common	5.00@ 7.85	5.00@ 7.25	5.00@ 7.25	5.25@ 7.25	4.50@ 7.00
Canner and cutter	3.25@ 5.00	3.00@ 5.00	3.00@ 5.00	3.00@ 5.00	3.00@ 4.50
LT. YRGS. STEERS AND HEIFERS:					
Good to prime (500 lbs. down)	9.00@12.25	8.75@11.50	8.85@11.90	9.50@11.50	8.50@11.50
HEIFERS:					
Good-choice (850 lbs. up)	7.60@11.25	6.25@10.00	7.15@10.25	7.25@ 9.00	6.50@10.00
Common-med. (all weights)	4.40@ 7.60	3.50@ 6.50	4.00@ 7.15	3.50@ 7.00	4.00@ 6.50
COWS:					
Good and choice	5.25@ 7.60	4.50@ 7.25	4.85@ 6.50	4.75@ 7.00	4.50@ 7.25
Common and medium	3.35@ 5.25	3.25@ 4.50	3.75@ 4.85	3.50@ 4.75	3.00@ 4.50
Canner and cutter	2.40@ 3.35	2.00@ 3.25	2.25@ 3.75	2.00@ 3.50	2.00@ 3.25
BULLS:					
Good-ch. (beef yrds. excluded)	4.50@ 6.75	4.00@ 5.75	4.00@ 5.75	4.25@ 6.50	4.00@ 5.00
Can.-med. (canner and bologna)	3.40@ 4.50	2.25@ 4.00	2.50@ 4.00	2.25@ 4.25	2.50@ 4.00
CALVES:					
Med.-ch. (190 lbs. down)	8.00@ 9.75	6.25@ 8.75	6.75@ 8.50	7.00@ 8.50	6.00@ 7.75
Cull-com. (190 lbs. down)	5.00@ 7.25	2.75@ 6.25	4.00@ 6.75	3.00@ 6.50	3.50@ 5.50
Med.-ch. (190-260 lbs.)	6.00@ 9.50	4.75@ 8.50	5.00@ 8.25	5.00@ 8.00	4.50@ 7.50
Med.-ch. (260 lbs. up)	4.50@ 8.00	4.00@ 7.00	4.25@ 7.00	4.50@ 7.00	4.00@ 6.00
Cull-com. (190 lbs. up)	2.75@ 7.00	2.00@ 4.00	2.50@ 5.25	2.25@ 4.00	2.25@ 4.00
Slaughter Sheep and Lambs:					
Lambs, med.-pr. (84 lbs. down)	11.25@13.00	10.75@12.50	11.00@12.50	10.75@12.75	10.50@12.25
Lambs, com.-com. (all weights)	8.75@11.25	8.00@10.75	8.00@11.00	8.00@10.75	8.00@10.50
Yearling wethers, med.-prime	8.25@11.00	8.25@10.50	8.50@11.00	7.75@10.75	8.00@10.25
Wethers, med.-pr. (2 yrs. old and over)	5.50@ 9.50	5.50@ 8.25	6.25@ 8.25	4.50@ 8.50	5.00@ 8.50
Ewes, common to choice	4.75@ 7.50	3.75@ 6.75	4.50@ 7.50	3.50@ 6.50	3.50@ 7.00
Ewes, canner and cull	1.50@ 4.75	1.25@ 3.75	1.50@ 4.50	1.00@ 3.50	1.50@ 3.50

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cally the same as last week, prices are steady to 5c higher than last Thursday. After last week's strong close there has been a slight daily decline and best weighty butchers today landed at \$6.75@\$8.00. Shippers have been liberal buyers of lightweights and fat pigs. Packing sows are 25c higher than a week previous, with bulk at \$6.35@\$6.50.

SHEEP—Offerings of sheep and lambs were slightly smaller than the week previous and fat lamb prices are strong to 25c higher. Bulk of the killing lambs have been of Colorado origin, with quality fairly attractive. Best fed Colorado lambs sold today at \$12.45, which was top for the week. Bulk of other fed lamb offerings cashed from \$11.75@\$12.15. Heavy native lambs have arrived in sufficient numbers to cause considerable price discriminations as compared with lighter weight kinds of comparable finish. Aged sheep are 10@15c higher for the week, with top fat ewes at \$6.75, the bulk selling at \$5.75@\$6.50.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Neb., Dec. 20, 1923.

CATTLE—Contracted country loadings and a good demand from all sources resulted in fed steers and yearlings advancing 25@40c, with better grades showing most advance. Killing quality was very plain, few steers or yearlings selling above \$9.25. A part load of yearlings commanded \$11, but full loads failed to sell above \$10.50.

One of the main features of the fat steer trade was the fact that buyers showed less discrimination against weighty bullocks. Heavy steers sold upward to \$9.65, but rough, plain offerings cashed downward to \$7.00 and below.

She stock, after an advance of 15@25c early in the week, developed considerable weakness and sold generally steady to 15c higher at the close. Bulls cashed at prices 25c to 50c higher, and vealers 50c to \$1.00 lower.

HOGS—While local receipts have been of seasonable volume and show slight increases over corresponding period a week and year ago, the market has carried a good, healthy undertone. While shipping demand has been limited, packer demand has furnished ample outlet for local supplies. Compared with a week ago the general market figures 5@15c higher. Bulk of today's sales range from \$6.40@6.70, with early top \$6.80 and late top \$6.70.

SHEEP—Fairly active competition from shippers and smaller runs this week were features which were largely responsible for active markets and a moderate upward tendency to woolen lamb prices. Today's prices showed an upturn of 10@15c as compared with Thursday of last week. Fed clipped lambs met with indifferent demand and prices show a loss of 10@15c. Top woolen lambs today were highest of the week at \$12.50. Fed clipped lambs, \$10.60; sheep mostly 25c higher, ewe top \$7.25.

ST LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)
East St. Louis, Ill., Dec. 20, 1923.

CATTLE—Indifference was shown this week toward beef steers and light heifers. On the other hand, beef cows, canners and bologna bulls met good request. Receipts for the week were smaller than usual for this period of the year.

Compared with week ago beef steers, best light yearlings and heifers and stock steers steady; low priced heifers, 25c lower; beef cows and bologna bulls, 25c higher; canners and cutters, 25@50c higher; light vealers, 25@75c lower. Only two loads of good steers were marketed, these going at \$9.90 and \$10.00, with bulk of steers \$6.85@8.25.

HOGS—Weakness and declines featured trading as heavy receipts continued. Prices melted quickly following a 35@40c advance late last calendar week and today found best butchers selling 10@15c below last Thursday. Light hogs and light lights are 15@25c lower; pigs, 25@50c off. Light weight offerings lost some of last week's popularity owing to restricted shipping orders and good weight butchers sold at a premium.

Top today fell to \$7.00 when bulk of good butchers brought \$6.85@7.00.

SHEEP—Market trading was dull and listless during the current week, with declines noted in fat lambs and yearlings. Other classes are unchanged. Wool lambs and fat yearlings are mostly 25c lower than last Friday; shorn lambs 50c@\$1.00 off. Best lambs today brought \$12.50; culls, \$8.50; fat yearlings, \$10.25; light mutton ewes, \$6.00@6.50.

ST. JOSEPH

(Special Letter to The National Provisioner.)
South St. Joseph, Mo., Dec. 18, 1923.

CATTLE—Lighter receipts of cattle at this point for the first two days this week caused a reaction to the market. Values on beef steers and yearlings are mostly 25c higher than last week's close, while other classes of cattle are around steady.

Nothing choice in the steer line was available, best here selling at \$9.35. Bulk of short-feds sold \$7.50@8.75, and plainer grades ranged down to \$6.50. Mixed yearlings ranged \$6.50@9.00, and a number of loads of fed heifers sold \$7.75@8.10.

Western heifers ranged \$5.00@\$5.25, and western cows \$4.00@\$5.60. Odd head of choice cows sold up to \$6.50, with \$4.00@\$5.50 taking most of the fair to good kinds. Canners and cutters ranged \$2.25@3.50. Bulls ranged \$3.00@\$5.00, and calves held steady with tops at \$8.00.

Stockers and feeders were in fair showing and the market shows little change. Sales ranged mostly \$6.00@6.75, with several loads of Colorado yearlings at \$7.10. Stock cows and heifers were scarce.

HOGS—Hog receipts for two days were around 20,000 and the market shows a loss of 10@15c, compared with Saturday. The top Tuesday was \$6.90 and bulk of sales \$6.30@6.80, against a \$7.00 top, and bulk of \$6.40@6.90 Saturday. Packing

sows sold at \$6.25@6.35, and stags \$5.25@5.50.

SHEEP—Sheep receipts were around 8,000 for two days. Sheep held steady, but lambs declined 25c during the period. Good ewes sold up to \$7.00. Bulk of fed lambs landed at \$12.00 with tops at \$12.10 Tuesday. Natives sold \$11.50@11.75, clips \$10.50, and feeders \$11.75@12.10.

SIOUX CITY.

(Special Letter to The National Provisioner.)
Sioux City, Iowa, Dec. 19, 1923.

CATTLE—The cattle market does not develop any material or reliable change this week. Quality is largely poor to half fat, unattractive and the beef trade is not showing any activity of demand; probably will not until after the Christmas and New Year week.

Prices for the better kinds of beefs have held about steady, with best here today a good grade of short fed, heavy yearlings of around at \$10.25 quality; some big heavy short feds at \$9.25. Compared with sales of choice strong weight yearlings at \$11.75 earlier in the week these prices are fairly steady.

In the more medium and down to common beef grades the market is ruling slow and uneven but with no quotable difference for the week. The bulk of beef cattle is made up of short feds and stalk feed warmed up that sell down from \$9.00. The butcher market is in the worst condition of the fall with prices largely on a peddling basis. Total cattle for the expired half week 10,500.

HOGS—A big run of hogs is showing up here, 20,000 for today and 48,600 for the half week. Market today was fairly active with prices for the good quality at a 10c decline while light weight and the less attractive quality was 10@15c lower. Tops sold at \$6.75, bulk of butcher mediums and heavies \$6.60@6.70; fair to good medium and heavy sows \$6.35 to \$6.50; off quality sows and light weights \$6.00@6.25.

SHEEP—Sheep were higher on a small run. Best lambs \$12.25. Receipts showing a small increase at this point.

SOUTH ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Department of Agriculture.)
South St. Paul, Minn., Dec. 19, 1923.

CATTLE—Cattle marketings for the current week are showing a seasonal decrease, due to the approaching holidays.

Little, if any, change has been apparent in the market although the general undertone continues dull and weak in line with outside points. Demand from city butchers and shippers for the better grade offerings of fat she stock has been considerably narrower because of the fact that dressed poultry supplies are now enjoying a good consumptive demand. Killing quality as a whole continues relatively plain, all offerings being of common and medium grades.

HOGS—The hog market advanced steadily from last Wednesday until this

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December 22, 1923.

week when a decline of around 15c was effected, a net gain of 15@25c being recorded for the week. Desirable grades of 180 to around 250 lb. butchers sold today at \$6.50 with a few loads up to \$6.60. Lighter weight offerings were most common at \$6.25@\$6.35. Packing sows turned largely at \$5.75@\$5.85 with a few up to \$6.10. Pigs have lost around 25c. desirable grades of strongweights going to killers at \$6.00.

SHEEP—Fat lambs are steady to 25c lower than a week ago, better grades turning at \$12.00@\$12.25; culls mostly \$8.50 and heavies \$10.00 to \$11.00. Sheep show little change, light and heavyweight ewes going to killers at \$6.00 to \$6.50 and heavy ewes mostly at \$5.00.

LOUISVILLE.

(Special Letter to The National Provisioner.)

Louisville, Ky., Dec. 19, 1923.

CATTLE—Cattle supply was more moderate the first three days of this week compared to last week. A good, active market developed Monday on the desirable killing classes, with prices full steady. One load of choice baby beefeves, averaging 785 pounds, brought \$8.50, the top of the market, while a load of heavier steers sold for \$8.00 with 15 head at \$8.25.

The medium and in between killing classes proved slow sale at prevailing low prices. Cows were in good demand and sold readily at full steady prices, canners \$2.25 down. The stocker and feeder market has been quiet so far this week, with the common kinds a drag on the market.

Quotations: Prime heavy steers, \$8.00 @ \$8.50; heavy shipping steers, \$6.50 @ \$8.00; fat heifers, \$4.00 @ \$4.00; fat cows, \$3.50 @ \$5.50; common to good cows, \$2.50 @ \$3.50; canners, \$2.00 @ \$2.25; bulls, \$3.00 @ \$5.00; stockers, \$3.00 @ \$6.00; feeders, \$4.50 @ \$6.50.

CALVES—Trade steady so far this week, with a good demand for the best veals at \$8.50 down; medium and common calves slow, \$5.00 down.

HOGS—Prices on the down grade during the past day or two, with the outlook uncertain for the remainder of the week. Supply the first half of the week totaled close to 10,000, considerably more than the previous week. The local demand has been active, with a good clearance daily. Values well in line with other points. Top hogs, 165 lbs. up, \$7.00; 120 to 165 lbs., \$6.50; pigs, 120 lbs. down, \$5.75; throwouts, \$5.75 down.

LAMBS—Arrivals small, with few changes in quotations. Best lambs, \$11.00 down; seconds, \$6.00 @ \$7.00. Best fat sheep, \$3.00 @ \$5.00. Local killers cleared the light number of receipts.

CANADIAN LIVE STOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending Dec. 13, 1923, with comparisons:

STEERS.

	Week ended Dec. 13	Same week, 1922	Week ended Dec. 6
Toronto	\$7.00	\$8.00	\$6.75
Montreal (W)	5.75	6.00	6.00
Montreal (E)	5.75	6.00	6.00
Winnipeg	5.50	5.50	5.50
Calgary	4.75	5.25	4.75
Edmonton	4.50	5.25	4.75

CALVES.

	\$12.50	\$13.00	\$11.50
Toronto	11.25	11.00	11.50
Montreal (W)	11.25	11.00	11.50
Montreal (E)	11.25	11.00	11.50
Winnipeg	6.00	6.00	6.00
Calgary	3.50	4.00	3.75
Edmonton	3.50	4.50	4.50

HOGS.

	\$8.80	\$11.55	\$8.80
Toronto	9.25	11.75	9.25
Montreal (W)	9.25	11.75	9.25
Montreal (E)	7.70	9.90	7.85
Winnipeg	6.87	9.62	6.98
Calgary	7.60	9.80	7.60
Edmonton	11.00	10.00	11.25

LAMBS.

	\$12.50	\$14.00	\$12.50
Toronto	11.50	14.00	10.50
Montreal (W)	11.50	14.00	10.50
Montreal (E)	11.50	14.00	10.50
Winnipeg	11.00	12.50	10.75
Calgary	11.50	10.25	11.50
Edmonton	11.00	10.00	11.25

PACKERS' PURCHASES.

Purchase of livestock by packers at principal centers for the week ending Saturday December 13, are reported to The National Provisioner as follows.

CHICAGO.

	Cattle.	Hogs.	Sheep.	
Armour & Co.	8,203	20,200	16,403	
Swift & Co.	7,465	28,700	23,974	
Morris & Co.	7,534	21,900	12,500	
Wilson & Co.	7,904	23,700	11,484	
Anglo. Amer. Prov. Co.	1,358	7,800	—	
G. H. Hammond Co.	4,800	15,900	—	
Libby, McNeill & Libby	4,157	—	—	
Brennan Packing Co.	8,600	hogs; Miller & Hart, 10,000 hogs; Independent Packing Co., 9,200 hogs; Boy, Litchfield & Co., 12,000 hogs; Western Packing & Provision Co., 20,300 hogs; Roberts & Oake, 9,600 hogs; others, 28,100 hogs.	—	—

OMAHA.

	Cattle & calves.	Hogs.	Sheep.
Armour & Co.	4,500	15,127	11,586
Cudahy Pkg. Co.	5,971	17,538	10,392
Dold Pkg. Co.	980	9,909	—
Morris & Co.	3,713	9,062	6,016
Swift & Co.	5,724	13,053	14,175
M. Glassberg	16	—	—
Higgins Pkg. Co.	—	—	—
Hornbeck Pkg. Co.	69	—	—
Mayrovich & Vall.	73	—	—
Mid-West Pkg. Co.	26	—	—
P. O'Dea	—	—	—
Omaha Pkg. Co.	72	—	—
John Roth & Sons	98	—	—
South Omaha Pkg. Co.	82	—	—
Lincoln Pkg. Co.	417	—	—
Nagle Pkg. Co.	162	—	—
Sinclair Pkg. Co.	153	—	—
Wilson Pkg. Co.	86	—	—
J. W. Murphy	6,005	—	—
Swartz & Co.	1,411	—	—
Geo. Hess & Co.	2,232	—	—
Others	2,370	—	—
Total	22,142	77,307	42,170

ST. LOUIS.

	Cattle & calves.	Hogs.	Sheep.
Armour & Co.	5,357	6,592	2,164
Swift & Co.	3,949	10,301	4,305
Morris & Co.	2,682	6,235	587
St. Louis Dressed Beef Co.	1,370	—	—
Independent Pkg. Co.	1,384	3,569	—
East Side Pkg. Co.	1,236	1,006	185
Heil Pkg. Co.	92	3,117	—
American Pkg. Co.	163	568	56
Krey Pkg. Co.	150	466	—
Siehoff Pkg. Co.	131	1,110	—
Sartorius	—	305	—
Butchers	—	11,939	48,895
Totals	28,443	82,104	9,463

KANSAS CITY

	Cattle. Calves. Hogs.	Sheep.	
Armour & Co.	4,058	1,631	13,550
Swift & Co.	4,576	2,302	8,836
Morris & Co.	962	30	—
St. Louis Dressed Beef Co.	1,370	—	—
Independent Pkg. Co.	1,384	—	—
East Side Pkg. Co.	1,236	—	—
Heil Pkg. Co.	92	—	—
American Pkg. Co.	163	—	—
Krey Pkg. Co.	150	—	—
Siehoff Pkg. Co.	131	—	—
Others	1,065	128	25,861
Total	24,064	8,082	57,430

ST. PAUL.

	Cattle. Calves. Hogs.	Sheep.	
Armour & Co.	3,702	3,634	34,838
Hertz & Riffen	277	44	—
Katz Pkg. Co.	1,411	105	—
Swift & Co.	5,850	5,520	52,041
Others	1,065	128	25,861
Total	11,675	9,431	112,740

ST. JOSEPH.

	Cattle. Calves. Hogs.	Sheep.	
Swift & Co.	3,666	282	22,725
Hammond Pkg. Co.	2,615	612	12,835
Morris & Co.	1,864	684	11,199
Others	3,890	342	10,683
Total	12,044	1,920	57,442

SIOUX CITY.

	Cattle. Calves. Hogs.	Sheep.	
Cudahy Pkg. Co.	2,008	205	21,237
Armour & Co.	2,937	183	20,457
Swift & Co.	1,203	19	704
Sacks Pkg. Co.	78	39	—
Smith Bros. Pkg. Co.	44	23	24
Local butchers	136	58	—
Eastern packers	149	—	21,226
Total	7,545	617	63,648

WICHITA.

	Cattle. Calves. Hogs.	Sheep.	
Cudahy Pkg. Co.	1,481	574	7,667
Dold Pkg. Co.	171	61	6,958
Local butchers	208	—	—
Total	4,578	1,556	8,465

MILWAUKEE.

	Cattle. Calves. Hogs.	Sheep.	
Plankinton Pkg. Co.	1,426	6,390	18,289
Swift & Co., Chicago	404	—	421
Swift & Co., Harrison	15	—	—
Local Dressed Beef Co.	70	—	—
Layton Co.	—	1,926	—
R. Gunz	34	138	37
F. C. Gross	86	30	46
Traders	424	89	20
Butchers	366	317	42
Total	1,860	635	14,525

SHREVEPORT.

	Cattle. Calves. Hogs.	Sheep.	
Chicago	64,421	54,540	51,590
Kansas City	18,831	19,112	22,175
Omaha	36,630	32,541	4,599
East St. Louis	47,524	60,662	60,152
St. Joseph	47,028	49,468	68,786
Sioux City	36,696	35,575	30,032
Ottumwa	18,157	35,321	33,596
Fort Worth	1,264	2,029	—
Philadelphia	3,531	2,830	3,144
Boston	—	—	—
New York and Jersey City	76,573	68,840	64,700
Oklahoma City	8,465	9,038	9,549
Total	2,765	6,823	20,634

INDIANAPOLIS.

	Cattle. Calves. Hogs.	Sheep.

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HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES—In addition to the volume of business reported at stronger prices, three packers moved 6,500 December butts late in the week at 12c, 1,500 light Texas and 3,000 Colorados at 11c and 5,000 more branded cows at 8c. Business noted Thursday involved branded cows at 8c and Colorados at 11c in the branded descriptions and native steers at 14c. The situation is firm in tone and sold up close. Rumors of business in light cows are still heard but the only definite trading was previously reported in August, September, October, outside packer light cows at that figure earlier in the week. Some negotiations are reported pending on Texas steers at 12c but nothing has developed as yet. Natives are strong in tone at 14c; stocks are moderately ample and slaughter is becoming larger. Texas 12c; butts 12c; Colorados 11c; branded cows 8c; heavy cows 12½c paid; lights 10¾@11c; outside asked; native bulls 9½c; branded 7½@8c for points. Small packer hides, 10@11c asked.

COUNTRY HIDES—Market strong but somewhat quiet. There is a moderate demand noted for the light end of the list and bids of 10c are registered for seasonable extremes with 10½c firmly demanded. There is also a limited call for butt weights at 8c here and some business went over in the nearby markets at that figure. Local sellers for the most part took a 9c market for buff weights and report opportunities to move material at 8½c. There is no demand for the over 60 lbs. material at the moment but recently some export interest was manifest at low levels. All weight hides in the originating sections were active at 8c delivered basis and the small available stocks have been advanced to 8½c delivered basis now on account of the strength in packer hides. Heavy steers are considered nominal about 10c. Heavy cows and buffs are quoted at 8-8½c for business with the outside considered nearer the market for business. Sellers here however, usually talk 9c. Extremes range at 10-10½c for seasonable descriptions; branded country hides are listed at 6½-7c flat and country packers at 7½-8c paid with steers up to 10c. Bulls sold at 7c for country run and country packers were quoted at 7½-8½c as to description and sections. Glue hides were quoted at 4-5c.

CALFSKINS—One local packer moved December production of about 5,000 kipskins at 16c for native descriptions being half cent advance. The overweights sold unchanged and 14c and branded at 11c. Nothing new has developed in packer calfskins which sold late in the week at 18c for all points of slaughter. Rumors of additional business in Novembers could not be confirmed and full quotas are still offered. In this instance an asking price of 18½c is named. December skins are generally not offered. A recent sale of Decembers was made at 18¾c. City skins are quiet and supplies are relatively small. Collectors last realized 16¾c. One parcel was offered at 17c but was declared withdrawn and 17½c substituted upon learning of the packer business in Novembers at 18c. As a rule tanners in this section claim to be amply covered for their needs for the balance of the year and are prepared to wait for the situation to soften. Outside city skins lately sold at 16½c from first salt but some parcels are now talked at 17c. Re-

salted descriptions are priced at 15-16c and mixed skins at 13½@14½c; countries 10-13c nominal; deacons are listed at \$1.15 @2.00 for good mixed varieties and cities at \$1.45. Kipskins quoted 16c paid for packers; cities last sold at 14½c but are considered worth at least 15c now by sellers, resalted descriptions range at 10c for countries to about 14c for good outside mixed descriptions.

MISCELLANEOUS MARKETS—There is little of new interest in dry hides. Supplies are small and valued nominally at 15@16c. Horse hides are quiet and steady at \$3.75@4.25 for good mixed while best renderers are listed at \$4.50@5.00 by sellers. Packer sheepskins are steady but quiet with sheep and lamb-skins recently realizing \$2.50@2.75. Shearlings are available at the last sales rate of \$1.25 and tanners appear unwilling to bid \$1.20. Pickled skins are steady in tone and unchanged at \$7.00@9.00 per dozen while hogskins are quoted 15@25c and strips 5c asked.

New York.

PACKER HIDES—Further business was noted Thursday in spready steers, about 5,000 late salting wide hides bringing 16½c and narrows 14c, similar prices being realized in business of a few days ago. These sales represent half a cent advance. Similarly branded steers advanced in late business in December butts to 11c and Colorados to 10c, following volume business at 10½c and 9½c respectively. Native steers are quiet and quoted nominal at 13c last paid with 13½-13½c talked as future values, especially since the advance in the western descriptions. Cows were sold as noted earlier in the week at 10c. Bulls 9c.

SMALL PACKER HIDES—A strong market is still noted in small packer stock and activities appear limited only by the availability of material. About 2,000 steers 50 lbs. up sold at 12c. Heavies alone are quoted 12½-13c as to lots and sellers. About 2,500 native cows made 10c in December take-off. Two cars of bulls sold at 8½c. Two cars small packer brands made 9c for all weight steers and cows at 7c. A good call continues.

COUNTRY HIDES—A firm undertone is noted to all varieties of country hides. Buyers appear more keen for material and sellers are inclined to try for advances. Mid-western buffaloes are selling at 8-8½c selected and further offerings are reported in a scant way at both figures. Mid-western light hides sold at 10c and most offerings are at 10½c now. Southern hides appear firm in tone with light stock bringing 8½-8¾c and something real choice 9c flat. Some extremes and kips including a few grubs made 9c. Canadian light hides are priced out at 9c flat as a rule and in some cases more money is demanded. Buffs of that description 7½-8c asked.

CALFSKINS—A car of N. Y. city skins moved quietly at \$1.60@1.95-2.65 for three weights and kipskins realized \$3.10 and \$4.00 with buttermilks included at \$2.50. Outside skins are quiet but steady at \$1.25-1.50 basis on lights and countries down to \$1.00. A car of southern light calf sold at \$1.05. A small car of N. Y. 37's sold at \$1.60 late yesterday. Foreign skins are firm.

FOREIGN WET SALTED HIDES—Additional business is noted in frigorifico stock. Rumors heard late in the week regarding movement in Artigas steers culminate today is reported sale of 8,000 to Europe at 14½c landed New York basis. In the Argentine descriptions 2,000 LaBlanca steers sold at 14½c landed basis and 1,000 light average Saneinena steers

made 13½c landed New York basis. Frigorifico cows are in demand, a bid by English buyers at 12 3/16 being noted for LaBlancas and asking prices of 12½c noted. In type hides considerable activity is noted due to the scarcity of the standard varieties. About 3,000 Tucuman steers sold at 15½c; 1,000 B. A. province cows 10 11/16c; 2, Rosarios cows 10 7/8c; 2,000 B. A. liniers steers 13½c; 5,000 similar cows 11½c; 2,000 Campos B. A. cows 8 11/16, on 90 days credit. Spot hides are quiet and steady.

CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner, from J. F. Nicolas.)

Chicago, Dec. 22, 1923.—Quotations on hides at Chicago for the week ending Dec. 22, 1923, with comparisons, are as follows:

PACKER HIDES.

	Week ending Dec. 22, '23.	Week ending Dec. 15, '23.	Corresponding week, 1922.
Spready native steers	@10½c	16 @17c	23 @24c
Heavy native steers	@14c	@13½c	20 @20½c
Heavy Texas steers	@12c	@11½c	18½@19c
Heavy butt banded steers	@12c	@11½c	18½@19c
Heavy Colorado steers	@11c	@10½c	17½@18c
Ex-Light Texas steers	@8c	@7½c	@14c
Branded cows	@8c	@7½c	@14c
Heavy native cows	@12c	@12c	17½@18c
Light native cows	10¾@11c	@10½c	16 @16½c
Native bulls	9½@9½c	9 @9½c	14 @14½c
Branded bulls	7½@8c	@7½c	12 @12½c
Calfskins	@18c	@18c	18½@18c
Kips	15 @15½c	15 @15½c	17½@18c
Slunks, regular	\$1.40@1.45	\$1.40@1.45	\$1.05@1.10
Slunks, hairy	.35 @70c	.35 @70c	.40 @85c
Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.

	Week ending Dec. 22, '23.	Week ending Dec. 15, '23.	Corresponding week, 1922.
Natives all weights	9½@10c	9 @10c	@15c
Bulls, native	8 @8½c	@8c	@13c
Branded hides	7 @7½c	7 @7½c	@13c
Calfskins	18½@17c	16½@17c	@18c
Kips	14 @15c	14 @15c	17 @17½c
Light calf	\$1.40@1.50	\$1.40@1.50	\$1.20@1.30
Slunks, regular	\$1.15@1.25	\$1.15@1.25	\$0.90@1.00
Slunks, hairy	.30 @60c	.35 @70c	.35 @70c

COUNTRY HIDES.

	Week ending Dec. 22, '23.	Week ending Dec. 15, '23.	Corresponding week, 1922.
Heavy steers	9 @10c	8 @9c	13 @14c
Heavy cows	8 @8½c	7 @8c	12½@13c
Buffs	8½@9c	7½@8c	12½@13c
Extremes	10 @10½c	9 @10c	13½@14c
Bulls	7 @7½c	6½@7c	9½@10c
Branded	6½@7c	6 @6½c	9½@10c
Calfskins	14 @15c	14 @15c	18 @14c
Lift calf	\$1.20@1.25	\$1.20@1.25	\$1.10@1.20
Downers	\$1.00@1.10	\$1.00@1.10	\$0.90@1.00
Slunks, regular	\$0.75@1.00	\$0.75@1.00	\$0.50@0.60
Slunks, hairy	.25 @30c	.25 @30c	.25 @30c
Horsehides	\$3.50@4.50	\$3.00@4.00	\$4.50@5.00
Hogskins	.25 @30c	.25 @30c	.15 @20c

SHEEPSKINS.

	Week ending Dec. 22, '23.	Week ending Dec. 15, '23.	Corresponding week, 1922.
Large packers	\$2.60@2.80	\$2.40@2.50	@2.00
Small packers	\$2.50@2.75	\$2.15@2.25	\$2.50@2.60
Packers, shearlings			
Country pelts	\$1.50@2.00	\$1.25@1.75	\$1.50@2.00
Dry pelts	.27 @30c	.27 @30c	.26 @29c

NOVEMBER CANADIAN PRICES.

Summary of top prices for livestock at leading Canadian markets for the month of November, 1923, with comparisons:

Nov. 1923 1922 Oct. 1923

STEERS.

Toronto	\$7.25	\$7.25	\$8.00
Montreal (W)	5.75	5.75	6.00
Montreal (E)	5.75	5.75	6.00
Winnipeg	5.35	6.00	5.50
Calgary	4.60	4.50	5.25
Edmonton	4.50	5.00	4.50

CALVES.

Toronto	\$11.50	\$12.00	\$13.00
Montreal (W)	11.25	12.00	13.00
Montreal (E)	11.25	12.00	13.00
Winnipeg	6.00	6.00	6.50
Calgary	4.50	4.00	5.00
Edmonton	4.50	4.00	5.00

HOGS.

Toronto	\$9.00	\$12.65	\$10.30
Montreal (W)	12.37	12.37	10.25
Montreal (E)	9.90	12.37	10.25
Winnipeg	8.80	11.00	10.17
Calgary	9.35	9.62	11.27
Edmonton	9.90	10.55	10.45

LAMBS.

Toronto	\$12.00	\$13.75	\$12.75
Montreal (W)	11.25	12.50	11.25
Montreal (E)	11.25	12.50	11.25
Winnipeg	11.25	11.50	11.00
Calgary	11.50	10.25	11.00
Edmonton	12.00	10.00	12.00

ICE AND REFRIGERATION

ICE NOTES.

The Producers' Cold Storage Co., Chillicothe, Mo., is erecting another plant at Trenton, Mo.

The Imbler Cold Storage Plant, La Grande, Ore., recently burned to the ground with a loss of \$70,000.

The Bryn Mawr Ice Manufacturing and Cold Storage Company has been incorporated in Norristown, Pa., by James Florey, C. E. Wilson, Wm. H. Ramsey, I. W. Arthur and Jesse H. Hall.

The charter of the Empire Mills Company, Columbus, Ga., has been amended to sell ice and to do a general cold storage business.

Butcher Brothers, who started a small plant in Harrisburg, Tex., last spring are enlarging it to make 60 tons of ice a day.

The Cutler Ice Company will erect an artificial ice plant in Binghampton, N. Y.

Bids will be received until January 9 for the installation of a 20-ton electrically driven municipal ice making plant at Ft. Pierce, Fla.

The National Ice and Cold Storage Company has started a \$30,000 cold storage plant in Riverside, Cal.

A large storage building will be built

in Provo, Utah, by the Utah Ice and Cold Storage Co.

A 75-ton daily capacity ice plant is being erected in Pine Bluff, Ark.

The Southwestern Ice Manufacturers Association will meet in Dallas, Tex., January 15.

An amendment to the articles of incorporation of the Utah Ice and Storage Company has been filed to increase the capital stock from \$150,000 to \$1,500,000.

Work on the Newberry Ice Plant at Williamsport, Pa., has been stopped for the winter. It will be resumed in the spring.

The Monrovia Ice Company, Monrovia, Cal., has started a 3,000-ton ice storage plant in that city.

BOOSTING BACON.

(Continued from page 20.)

"Because of its keeping qualities, thrifty housewives find it economical to buy a whole piece of bacon at a time, slicing it as needed. It is a dish of which the family never tires.

"In slicing bacon, use a sharp knife, cutting to the rind until the desired amount is sliced. Then run the knife along the rind to separate the slices, leaving the rind intact.

"There are various ways of cooking bacon. The ideal bacon is crisp, light brown in color, and delicately flavored.

Savory Bacon Sandwiches.

"A favorite way of serving bacon is in sandwiches. Bacon sandwiches are appropriate for any occasion, indoors or outdoors, and may be prepared easily. A delicious sandwich can be made simply by placing hot, crisp slices of bacon between slices of buttered bread or rolls. Those who desire a more substantial sandwich will find that the addition of a frankfurter, which has been roasted or broiled, will make a very appetizing combination. These sandwiches are very popular, as they are easily prepared and are very appetizing."

Recipe leaflets will also be supplied by the Institute at cost upon receipt of an order. They are $3\frac{1}{4}$ by $6\frac{1}{4}$ inches, and can easily be inserted in packages of bacon or handed to customers by the retailer.

Hams or Bacon as Gifts.

A movement started recently to popularize the idea of using hams and bacon at Yuletide meals, and giving them for Christmas presents, is right in line with the bacon drive. The following letter on this subject has been sent by the Institute to its members:

"Dear Member:

"In reference to the modest effort to move more bacon:

"A member company yesterday forwarded a suggestion which you may wish to put on your schedule for development next fall; and which you may wish to apply now to whatever degree time permits.

"It was a suggestion that all members help get across to the people the idea of giving hams and bacon for Christmas presents.

"It was pointed out that hams and bacon constitute gifts which are associated with the season, which call up impressions of good cheer, pictures of crackling logs and whetted appetites. Many persons who receive an expensive tie would prefer and would appreciate more a succulent ham.

"Bacon and hams fit in well with the thought that Christmas gifts should be useful. The SPUG (Society for the Prevention of Useless Giving) could find no quarrel with them.

"The member company which made this suggestion presented the idea a few days ago to one of the largest mail order houses in the world. That house was enthusiastic about the idea and has sched-

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Detroit—Brennan Truck Co.
El Paso—R. E. Huthstetter, 615 Mills Bldg.
Jacksonville—Service Warehouse Co.

Los Angeles—Mailiard & Schmidell.
Mexico, D. F.—F. Bessaury, Jr., 7 a de Colima
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New York—Rossler & Hasslacher Chemical Co., 709 6th Ave.
Newark—American Oil & Supply Co.
New Orleans—O. E. Lewis & Co., Inc., 628 Camp St.
Norfolk—Southgate Forwarding & Storage Co.
Pittsburgh—Pennsylvania Transfer Co.;
Pennsylvania Brewers Supply Co., 155 10th St.

Philadelphia—Henry Bower Chemical Mfg. Co.
Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Storage Warehouses, 1 Mt. Hope St.
Savannah—Savannah Brokerage Co.
San Francisco—Mailiard & Schmidell.
Seattle—Mailiard & Schmidell.
Tampa—Charles Hovey, Room 315, Citizens Bank Bldg.
Toledo—Moreton Truck Co.; G. H. Weddle & Co., 1932 Canton St.
Washington—Littlefield, Alvord & Co.

uled it to be featured in its catalogs next year.

"Perhaps the local hardware merchants, gas company electric company and other collateral businesses might be willing to feature hams and bacon for Christmas gifts in connection with the promotion and use of their own products. There is no doubt that the idea has some invincible talking points. Meat is very cheap now. It offers wonderful value for the money. Cured meats go well with the season.

"We shall be glad to know of any application made of this idea kindly proposed by a member company.

"Very truly yours,

DEPARTMENT OF EDUCATION
AND RESEARCH.

"W. W. Woods."

Retailers Will Benefit.

It is expected that retail meat dealers all over the country will receive the benefits of this movement by displaying the streamers prominently in their shop windows and distributing the leaflets to their customers.

Packers desiring a supply of the streamers may obtain them by placing an order with their district chairman.

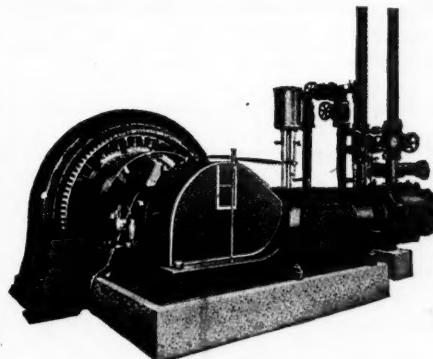
Some member companies of the Institute have suggested that it perhaps would be desirable to add a line to the streamer to tie up with the bacon sandwich movement, urging consumers to "Try it in Sandwiches."

Your Labor Costs!

Have you ever figured them down to a point where you know "where you are at?"

Have you ever attempted to study them with a view to saving money—not by "cheese-paring," or "cutting wages" (and causing labor trouble)—but by an intelligent study of the way in which the wages you pay may be made to get the most both for you and your employee?

Further discussion of this subject of Time Study of Labor Costs will appear in the pages of THE NATIONAL PROVISIONER. It will be worth your while to watch for it.



300 ton direct connected Electric Driven De La Vergne
High Speed Machine

De La Vergne Ice & Refrigerating Machines

De La Vergne high speed horizontal machines have been in actual use longer than any other design. The patented auxiliary suction port is a great advantage, not only increasing the efficiency but insuring perfect lubrication.

De La Vergne medium and low speed machines are also offered to suit any requirements.

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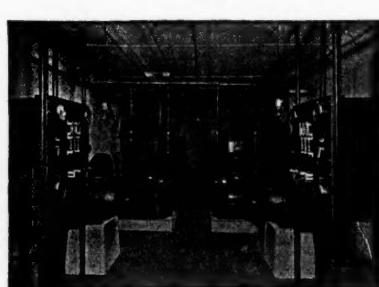
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REFRIGERATION

SAFE — SIMPLE — ECONOMICAL

Economical Refrigeration can only result from a properly proportioned plant, made up of machinery designed and built correctly. We offer you the benefit of our long experience—and we guarantee our product. Frick machines have proven safe investments and are paying good dividends everywhere. It will pay you to investigate.



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YORK MECHANICAL REFRIGERATION

The Key that Unlocks the Door to INCREASED PROFITS

THOUSANDS of York Machines have paid for themselves, and are now earning substantial dividends for their owners. These machines are designed for service, built of the best materials for the purpose, thoroughly tested and rigidly inspected before shipment. They are self-contained, require very little attention and do not require a skilled operator. There is probably no other equipment you can buy that will be a greater help in increasing your profits than a York Refrigerating Machine.

YORK MANUFACTURING CO.
(Ice Making and Refrigerating Machinery Exclusively)

YORK - - - - - **PENNA.**

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BRANCH OFFICES

Short Form Hog Test

Knowing what your hogs cost you alive, are you able to tell each day your cutting profit or loss per hog or per cwt.?

In a recent issue THE NATIONAL PROVISIONER printed a "short form hog test," giving the percentage yields of all cuts and offal for 200 lb., 250 lb. and 300 lb. hogs, with computations for losses, credits and expenses, so that the net profit or loss per hog or per cwt. might be figured almost at a glance.

This test, in table form, has been reprinted on heavier paper, and is available to subscribers upon application to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. Send a 2-cent stamp and get a copy.

Brine Spray Refrigeration

The Last Word in Packing House Cooling

OUR methods of application are original and practical—a distinct advance in the art of applying refrigeration. Low brine pumping cost, very rapid air circulation, dry ceilings and quick, thorough chilling mark our systems. Under the air conditions we produce, carcass products take on and hold a finish which cannot be excelled. These results are obtained using weak brine at exceptionally high temperature—a combination reducing shrink.

Webster Spray Nozzles—as we apply them—will meet your requirements no matter how severe or unusual.

We install complete brine spray systems for any service. Our broad experience at your disposal. Why not use it?

The Successful Systems are Webster Systems

ATMOSPHERIC CONDITIONING CORPORATION

Singer Bldg., New York Lafayette Bldg., Philadelphia Monadnock Block, Chicago

PHOENIX ICE MACHINERY

Sausage Manufacturers can make their own Ice at a Profit with a "Phoenix"

A very small investment in ice cans, piping and space, together with a Phoenix Ice Machine, will provide ample ice to be used in making your sausage and other products around the plant.

Let us tell you more about our economical plan. Write

The Phoenix Ice Mach. Co.
2700 Church Ave.,
CLEVELAND, OHIO

LITTLE GIANT
ICE BREAKERS

Made in 26 different types and sizes ranging in capacity from 20 lbs. per minute to 60 tons per hour.

Built to last of sturdy 2 piece housing—Patented removable Diamond point double cutting picks reduce power required and produce a uniform run of size with practically no snow ice.

Grates furnished for various sizes of ice.

It will pay you to become acquainted with Little Giant Ice Breakers. There is a size for every purpose.

Cheaper, Cleaner, Better Ice

Little Giants have simplified the ice question. They deliver a uniform run of ice with practically no snow ice. They save time and labor, and operate with little power. The Little Giant way is the clean, sanitary way.

Thousands of Little Giants, in every state of the Union are faithfully producing ice for all types of commercial ice users.

You will find a size of Little Giant that will do your ice work as you have never had it done before. Cut down your ice bill and make your ice go farther and serve better.

Our engineers will be glad to advise you as to the best type for your needs and will aid you in planning your installation.

Write today for Bulletin R which tells you all about this better way of handling your ice.

Micro Machine Company
Bettendorf Iowa

REFER TO PAGE 65 FOR BUSINESS OPPORTUNITIES

FOR PURCHASING DEPARTMENTS

CONDITIONS IN GERMANY.

Mr. Albert Jordan, of Albert Jordan Company, who are the sole agents for Paul F. Dick, Esslingen, Germany, has just returned from a trip through Germany. Asked regarding present conditions in that country, Mr. Jordan said:

"My business connections abroad compel me to visit Germany twice a year, and I have always looked forward with great pleasure to meeting the home-folks in their home towns. There has always been plenty to eat, and the conversation around the table in a 'Wirtschaft,' accompanied by a few bottles of good Rhine wine, was a most enjoyable feature.

"But things were different this time. The stores, the restaurants, the different places of amusement are deserted; dancing is forbidden; and the bright, cheerful faces of the German people now have an expression of sorrow. The children do not smile any more; they look thin and hungry, and are satisfied with a piece of



ALBERT JORDAN.

bread for their meals. Some do not even get that much.

"The daily depreciation of the German paper mark compels the man or woman to turn their salaries immediately into foodstuffs and other necessities of life. For that reason you will see hundreds of women lined up at the butcher or grocery store, trying to buy a pound of meat to bring home for a Sunday meal. Most of the time, before an hour has passed, the butcher is sold out, and instead of a pound of meat, the poor woman brings home a quarter of a pound—and half of the crowd, who have stood in line for hours awaiting their turn, will not get anything. And the next day (through the depreciation of the mark) their spending money is only worth one-half what it was worth the day before.

"The pleasure of work has gone; the incentive to save has been made a farce. The once millionaire is a pauper today; and he who was once a noble and an aristocrat is thankful for his meal at the hands of charity.

My greatest enjoyment on this trip was to invite friends to a good, hearty meal—and how they did eat!—and half of it was wrapped up to take home to their children.

"Some day things will change; some day they will learn how to smile again. And I want to help them all I can, God bless 'em!"

YORK REFRIGERATING EQUIPMENT.

Recent sales and installations of York refrigerating machinery and equipment are reported by the York Manufacturing Company, York, Pa., as follows:

Swift & Co., Harrisburg, Pa.

City Meat Market, Wallace, Idaho.

H. Huntley Market, 99 Sixth avenue, New York, N. Y.

Hansen Packing Co., Butte, Mont.

The Hobson Brothers Packing Co., Ventura, Calif.

Main Grocery general market, Pocatello, Idaho.

The Cochrane Packing Co., Kansas City, Kansas.

United Beef & Provision Co., Philadelphia, Pa.

Stradley Grocery Co., Delano, Calif.

Abt-Bernot, Inc., market, 626 Hegney place, New York, N. Y.

J. B. Willoughby, meat market, Hartsdale, N. Y.

Cenci Brothers meat market and groceries, Marble Cliff, Columbus, Ohio.

Rose Brothers meat market, Pe Ell, Wash.

Frank L. Ziegler butcher, Marietta, Pa. Catton, Neill & Co., Ltd., 82 Wall street, New York, N. Y.

A. J. Griebel meat market, Altoona, Pa.

Independent Beef Co., Baltimore, Md.

Albert Koenig meat market, Covington, Ky.

W. M. Blyler meat market, Williamsburg, Pa.

H. L. Allen meat market, New Castle, Pa.

Cudahy Packing Co., Charleroi, Pa.

S. A. Skirmont meat market, Bavaria, Illinois.

The Shamokin Packing Co., Shamokin, Pa.

August Johnson grocery and meat market, South Hibbing, Minn.

Platten Brothers meat market, Green Bay, Wis.

Joseph Hefern meat market, 2151 Irving Park boulevard, Chicago, Ill.

22nd Street Quality Market, 2814 West 22nd street, Chicago, Ill.

Anderson & Allison, meat market, Warrenton, Va.

Mrs. M. Breisch, market, Tamaqua, Pa.

Levi T. Stubbs, meat market, Middle-town, Ohio.

Lucker Brothers, meat market, St. Joseph, Mich.

Simon Lewald, Inc., packer, 131 West 14th street, New York, N. Y.

Elkhart Packing Co., Elkhart, Ind.

Ritchey & Keltner, meat market, New London, Iowa.

George F. Livingston, meat market, Dixon, Cal.

Julius Metzel, meat market, 6405 South Halsted street, Chicago, Ill.

D. Kaufman, meat market, Trenton, N. J.

J. E. Crooks, meat market, Sykesville, Pennsylvania.

C. E. Schmidt, butcher, Oakland, Cal.

Emory Chow, meat market, Selma, Cal.

H. Boehm & Son, meat market, Woodward, Okla.

Johnston & Linsley, Inc., meat market, Albany, N. Y.

B. A. Jackson & Co., butchers, Kansas City, Kan.

T. J. Ault Co., produce storage, Muncie, Indiana.

Peter Hanoian, butcher, Fresno, Cal.

Stop & Shop Meat Market, Louisville, Ky.

George Menzie, meat market, Greensburg, Ind.

W. F. Meginin, meat market, Bedford, Ind.

A. L. Mitchell, meat market, Herman, Minnesota.

E. C. Minton & Co., butchers, Petersburg, Virginia.

G. W. Moorehead, meat market, Bedford, Pennsylvania.

Bell & Evans, poultry storage, Merchantville, N. J.

N. Davis & Co., market, Baltimore, Md.

Flint Sausage Works, Flint, Mich.

The Butzer Packing Co., of Salina, Kan.

Dan Girard, meat market, Wilson, Pa.

Attilio Benigni, meat market, Reynoldsburg, Pa.

Pittavino Brothers, meat market, Smithton, Pa.

T. A. Cannon Co., produce storage, Washington, D. C.

Edward Wegman, butcher, Rochester, New York.

Peerless Ice & Cold Storage Co., Wichita, Kan.

Swift & Co., Chicago, Ill.

Cincinnati Ice Manufacturing & Cold Storage Co., Cincinnati, Ohio.

Tacoma Ice Co., Tacoma, Wash.

MEAT AND MEAT PRODUCT EXPORTS.

Exports of meat and meat products from July 1 to October 31, 1922 and 1923, are reported by the Bureau of Agricultural Economics, U. S. Department of Agriculture as follows:

	Quantity, 1922.	Quantity, 1923.	Value Dollars, 1922.	Value Dollars, 1923.
Canned beef	1,017,173	520,123	272,571	143,408
Fresh beef & veal	1,180,654	1,028,232	170,342	157,750
Pickled beef	9,847,275	8,675,920	831,107	2,172,470
Oleo oil	35,187,046	33,593,347	3,793,055	3,781,703
Oleomargarine	649,702	569,740	99,929	92,410
Sterarin & fatty acids	7,812,385	6,244,015	729,456	644,976
Tallow	8,785,882	17,819,958	702,852	1,387,582
Canned pork	769,572	770,127	285,602	257,948
Fresh pork	9,064,230	14,617,991	1,462,270	2,100,350
Pickled pork	14,855,982	17,173,065	1,770,619	1,929,154
Bacon	124,472,814	152,434,738	10,331,441	19,710,110
Hams and Shoulders	88,110,971	130,274,740	11,746,355	20,708,842
Lard	262,416,078	313,264,758	32,081,352	38,860,553
Lard neutral	7,000,000	3,881,390	953,606	1,744,201
Lard oil	318,917	311,047	38,499	35,958
Lard compounds	5,064,678	2,407,149	617,102	319,735
Mutton & Lamb	523,850	802,987	97,575	152,611
Sausage, canned	529,496	675,698	172,244	189,406
Sausage, other	2,865,894	3,009,458	794,978	757,725
Sausage, casings	9,959,353	7,289,929	2,162,784	1,616,333
Total meats and meat products	590,706,224	715,344,381	84,116,469	96,747,087

December 22, 1923.

Chicago Section

J. W. Rath of the Rath Packing Co., Waterloo, Iowa, was in Chicago this week.

C. S. LaForge, prominent Cedar Rapids, Iowa, renderer, paid a visit to Chicago last week.

Vice president Jacob Moog of Wilson & Co., is in Europe on a combined business and pleasure trip.

Frank J. Sullivan, president of the Sullivan Packing Co., Detroit, Mich., was a Chicago visitor this week.

J. C. Dold, president of the Jacob Dold Packing Co., Buffalo, N. Y., paid a flying visit to Chicago this week.

Mason Harker, of the brokerage firm of Mason Harker Co., Inc., Cincinnati, Ohio, was a Chicago visitor last week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 37,863 cattle, 12,242 calves, 188,055 hogs and 42,077 sheep.

August Elbert, president of the well-known brokerage firm of Elbert & Co., of the New York Produce Exchange, was a visitor to the city this week.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, December 15, for shipment sold out, ranged from 7 to 21.50 cents per pound, averaged 12.52 cents per pound.

Provision shipments from Chicago for the week ending December 15, with comparisons, were as follows:

	Last week.	Prev. week.	Last year.
Cured Meats, lbs.	17,280,000	15,982,000	15,226,000
Canned Meats, cases	8,479	10,211	10,500
Fresh Meats, lbs.	21,472,000	20,755,000	23,150,000
Pork, lbs.	1,180	1,346	6,507
Lard, lbs.	8,934,000	9,726,000	11,947,000

W. F. Price, formerly branch house manager for Morris & Company, has been made supervisor of plants for the Jacob Dold Packing Company. This adds another well-known packinghouse executive to the Dold staff. Mr. Price was given a big send-off upon his departure from Chicago, and has now taken up his duties, with headquarters at Buffalo. Starting in as a clerk in the Morris transportation

terizing the Armour organization as one of its valued members.

A dinner was given at the Capital City Club, Atlanta, Ga., on the evening of December 18 in honor of C. B. Heinemann, former vice president of the Institute of American Meat Packers, and now general manager of the Atlanta Union Stock Yards. The hosts were W. H. White, Jr., president of the White Provision Co. and a director of the Institute; Asa G. Candler, Jr., the Atlanta capitalist, and members of the Presidents' Club and other representative Georgians.

The trade regrets the change in business plans which takes out of the meat industry George A. Doane, treasurer of George A. Hormel & Co., Austin, Minn. Mr. Doane resigned his connection with the Hormel company in November to establish the Austin Auto Company, his associate being H. P. Laslett, former employment manager for the packing concern. Mr. Doane had been with Hormel since 1903, entering the firm direct from college. He served as credit manager, claim manager, head of the insurance department, export department, provision department, and had been a director since 1914. In February, 1923, he was made treasurer of the company. His resignation came as a complete surprise to the organization. His new enterprise is a \$100,000 concern, the largest of its kind in Southern Minnesota, and he goes into it with the best wishes of the entire industry.



Courtesy Armour Magazine.

W. F. PRICE

Supervisor of Plants, Jacob Dold Packing Co.

department more than 25 years ago, Mr. Price rose to the management of the small stock department, and later was made general manager of the Oklahoma City plant. From there he went to South America to be manager of the Frigorífico d'Artigas plant at Montevideo, Uruguay, spending five years there. Returning to the United States, he was made manager of the Morris branch houses, and held that position when the merger took place, en-

Try a Bacon Sandwich Today.

Housewives can help two of the nation's greatest and most important industries—the wheat industry and the livestock and meat industry—and at the same time please their families, by serving bacon sandwiches more frequently. Both of the industries mentioned are closely interwoven with our national prosperity, and anything that helps them naturally will benefit the country as a whole.

The bacon sandwich is appetizing, economical, wholesome and nutritious. The fine flavor and aroma of the bacon literally make the mouth water and aid materially in the flow of the digestive juices. This makes the other ingredients of the

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Engineers
San Antonio, Texas
Designs and Builds
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30 Years Experience

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Packinghouse and Cold Storage Designing—
Consultation on Power and Operating Costs,
Curing, etc. You Profit by Our 25 Years' Experience.
Lower Construction Cost. Higher Efficiency.
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LEON DASHEW
Counselor At Law
15 Park Row New York

sandwich more desirable. However, it should not be forgotten that the bacon also adds to the food value of the sandwich by adding energy and protein. This protein is of excellent quality and thus supplements the protein of the bread in addition to being appetizing and nutritious; bacon is easily digested.

The bacon sandwich will be relished by anyone on any occasion. It will be as welcome at the afternoon tea as in the workingman's lunch-box. Housewives also will find it desirable to use bacon frequently as a garnish and in combination with other dishes. Its appetizing qualities are such as to make other dishes taste better, and to improve the whole meal.

Here are a few recipes for bacon in appetizing combination:

Club Sandwich.

Toast slices of bread a nice brown and while hot spread with butter. On one slice place a lettuce leaf covered with one teaspoon of salad dressing, then a slice of cold chicken, chopped olives and pickles, then a lettuce leaf with dressing, and on top of this place hot crisp bacon. Place the remaining piece of toast on top and garnish with slices of tomato, with a teaspoon of mayonnaise on top of each slice.

Hot Bacon Sandwich.

Cook the bacon until it is crisp. Butter slices of bread and spread lightly with salad dressing. Add a little chopped lettuce and chopped tomato which has been seasoned with salt and pepper. Add crisp bacon, put the remaining slice of bread on top, and then serve. The salad dressing and chopped lettuce may be omitted and the whole sandwich toasted in the oven.

Bacon and Egg Sandwich.

Toast two slices of bread, either white or graham, and fill with scrambled eggs and a slice of crisp bacon. Fried bacon cut into cubes may be added to the egg mixture while it is being cooked.

Scrambled Eggs.

3 eggs
5 tablespoons milk
 $\frac{1}{4}$ teaspoon salt

$\frac{1}{8}$ teaspoon paprika
1 tablespoon bacon fat

Beat eggs slightly, add milk, salt and paprika. Pour this mixture into a pan containing the hot bacon fat and cook slowly, scraping from bottom and sides of the pan as it sets. Cook until creamy and serve at once.

Or this method of making scrambled eggs may be used:

2 eggs
1 teaspoon onion

$\frac{1}{8}$ teaspoon celery salt
1 tablespoon chopped pimento.

1 tablespoon green pepper, chopped
2 tablespoons cooked bacon, cut fine (or bacon may be added later in the strip)

2 tablespoons milk
 $\frac{1}{2}$ tablespoon bacon fat

1/3 teaspoon salt

$\frac{1}{8}$ teaspoon paprika

Add onion, pimento and green pepper to the hot bacon fat. Let cook slowly for a minute. Then add the beaten egg, to which has been added the milk, celery salt, paprika and chopped bacon (if bacon is to be chopped). Cook, stirring until thick and creamy.

Bacon and Onion Sandwich.

Cut thin slices of onion and serve with bacon in bread or roll sandwich. For those who like the onion cooked, slice or chop the onion, then brown in pan with some bacon fat left by first frying the bacon to be served with the onion. Sprinkle with salt and pepper before serving.

DUBUQUE LARD BARRELS

Made of 20 gauge galvanized steel, reinforced around the top with a 3/8 inch pipe, over which the sides are rolled, making a roll pipe top.

The bottoms are double seamed with a turret double seamer, and then reinforced with a 1x1x $\frac{1}{4}$ inch galvanized angle iron.

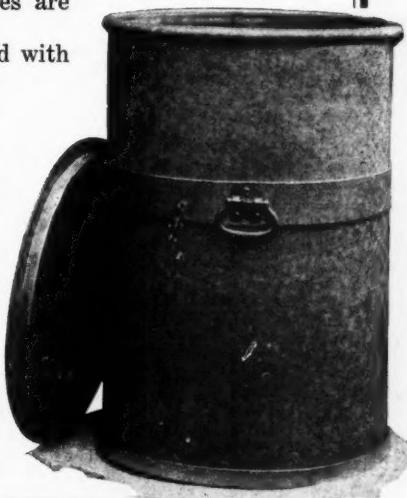
The sides are reinforced with a galvanized band 2 $\frac{1}{2}$ inches wide, to which are attached extra heavy tinned handles.

We will ship one of these drums to any packer in the U. S. for inspection. If they do not prove satisfactory, we pay freight charges both ways.—

Price, \$6.50, f.o.b. Dubuque

Dubuque Steel Products Co.

455 Central Ave. Dubuque, Iowa



DANISH LIVESTOCK CENSUS.

Cattle and hogs showed an increase in numbers over previous years in the Danish livestock census, says the U. S. Department of Commerce. Sheep declined in number. The figures for 1923, 1922 and 1921 are as follows:

	1921	1922	1923
Cattle	2,591,000	2,525,000	2,537,000
Hogs	1,430,000	1,898,000	2,853,000
Sheep	522,000	442,000	374,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs for under-mentioned weeks:

	Number weight, —	Prices received, lbs.	Top, Ave.
Week ending Dec. 15.	*270,600	*235	\$ 7.25 \$ 6.70
Previous week	308,741	235	7.40 7.00
1922	247,000	235	8.55 8.15
1921	239,911	226	7.60 6.90
1920	213,933	228	9.65 9.10
1919	234,982	220	14.45 13.90
1918	251,590	224	17.10 17.50
1917	240,397	227	13.85 16.15
1916	204,275	192	10.60 10.05
1915	249,619	189	6.80 6.35
1914	205,521	227	7.27 $\frac{1}{4}$ 7.10
1913	120,103	205	8.00 7.75

Average, 1913-1922... 222,200 216 \$10.75 \$10.30

*Receipts and average weight for the week ending Dec. 15, 1923, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle	Hogs	Lambs
Week ending Dec. 15.	\$ 9.50	\$ 6.70	\$ 6.75 \$12.75
Previous week	9.65	7.00	7.00
1922	9.25	8.15	7.50 14.40
1921	7.10	6.90	4.50 10.90
1920	9.50	9.10	4.50 11.10
1919	13.50	13.90	9.25 16.40
1918	14.70	17.50	9.40 14.15
1917	11.35	16.15	11.40 16.10
1916	10.10	10.05	9.00 12.65
1915	8.50	6.35	6.15 8.95
1914	8.65	7.10	5.35 8.20
1913	8.30	7.75	5.10 7.80

Average, 1913-1922... \$10.10 10.30 \$ 7.20 \$12.05

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for week mentioned:

	Cattle	Hogs	Sheep
*Week ending Dec. 15.	57,900	208,200	71,100
Previous week	46,680	261,361	56,914
1922	43,574	198,816	54,569
1921	42,513	124,322	69,044
1920	35,545	172,735	60,385
	47,492	199,056	95,935

*Saturday, Dec. 15, estimated.

Chicago packers hogs slaughtered for the week ending Dec. 15, 1923:

	Armour & Co.	20,200
Anglo-American Provision Co.		7,800
Swift & Co.		28,700
G. H. Hammond Co.		15,900
Morris & Co.		21,900
Wilson & Co.		23,800
Boyd-Lumham & Co.		12,000
Western Packing & Provision Co.		20,300
Roberts & Oake.		9,600
Miller & Hart.		10,000
Independent Packing Co.		9,200
Brennan Packing Co.		8,000
William Davies Co.		4,300
Agar Packing Co.		3,000
Others Total Previous week Year ago Two years ago Corresponding week, 1922 Corresponding week, 1921 Corresponding week, 1920 Combined weekly hog receipts at eleven markets for 1923 to Dec. 15, with comparisons:	28,100 223,300 258,900 212,000 128,700 191,200	

(For Chicago livestock prices see page 36.)

What happens to beef taken out of the plant cooler too soon? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, December 19, 1923.

Green Meats.

Regular Hams—

8-10 lbs. avg.	@14
10-12 lbs. avg.	@13½
12-14 lbs. avg.	@13½
14-16 lbs. avg.	@13½
16-18 lbs. avg.	@14½ @14½
18-20 lbs. avg.	@14½ @14½

Skinned Hams—

14-16 lbs. avg.	@15½
16-18 lbs. avg.	@15½
18-20 lbs. avg.	@15
20-22 lbs. avg.	@13½
22-24 lbs. avg.	@12
24-26 lbs. avg.	@11
25-30 lbs. avg.	@10½

Picnics—

4-6 lbs. avg.	@ 8
6-8 lbs. avg.	@ 8
10-12 lbs. avg.	@ 7½
12-14 lbs. avg.	@ 7
14-16 lbs. avg.	@ 7

Clear Bellies—

6-8 lbs. avg.	@13½
8-10 lbs. avg.	@12½
10-12 lbs. avg.	11 @11½
12-14 lbs. avg.	10½ @11
14-16 lbs. avg.	@11

Pickled Meats.

Regular Hams—

10-12 lbs. avg.	15 @15½
12-14 lbs. avg.	15 @15½
14-16 lbs. avg.	15 @15½
16-18 lbs. avg.	@15½
18-20 lbs. avg.	@16

Boiling Hams—

16-18 lbs. avg.	@16½
18-20 lbs. avg.	@16½
20-22 lbs. avg.	@16½

Skinned Hams—

14-16 lbs. avg.	@15½
16-18 lbs. avg.	@15½
18-20 lbs. avg.	@15½
20-22 lbs. avg.	@13½
22-24 lbs. avg.	@11½
24-26 lbs. avg.	@10½
25-30 lbs. avg.	@10

Picnics—

4-6 lbs. avg.	8½ @ 9
6-8 lbs. avg.	@ 8½
8-10 lbs. avg.	8 @ 8½
10-12 lbs. avg.	7½ @ 7½
12-14 lbs. avg.	7½ @ 7½
14-16 lbs. avg.	7½ @ 7½

Bellies (square cut and seedless)—

6-8 lbs. avg.	@13½
8-10 lbs. avg.	@12½
10-12 lbs. avg.	@11½
12-14 lbs. avg.	@11
14-16 lbs. avg.	@11

Dry Salt Meats.

Extra ribs, 35-45—

Extra ribs, 35-45—	@10
Extra clears, 35-45—	@10
Regular plates, 6-8	@ 9½
Clear plates, 4-7	9½ @ 9½

Jowl butts—

Jowl butts—	8¾ @ 8½
Pat backs—	
10-12 lbs. avg.	@10½
12-14 lbs. avg.	@11½
14-16 lbs. avg.	@12½
16-18 lbs. avg.	@12%
18-20 lbs. avg.	@13
20-25 lbs. avg.	@13½

Clear Bellies—

14-16 lbs. avg.	@10%
18-20 lbs. avg.	@10%
20-25 lbs. avg.	@10%
25-30 lbs. avg.	@10%
30-35 lbs. avg.	@10%
35-40 lbs. avg.	@10%
40-50 lbs. avg.	@10

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FUTURE PRICES.

Official Board of Trade, Range of Prices.

SATURDAY, DECEMBER 15, 1923.

Open. High. Low. Close.

LARD—	Jan.	12.30	12.32½	12.17	12.22½
CLEAR BELLIES—	Jan.	12.32½	12.32½	12.20	12.20
SHORT RIBS—	Jan.	10.35	10.35	10.35	10.35
MONDAY, DECEMBER 17, 1923.					
LARD—	Open.	High.	Low.	Close.	
CLEAR BELLIES—	Dec.	nominal		12.55	
SHORT RIBS—	Jan.	10.00	10.05	0.97	0.97 ax
TUESDAY, DECEMBER 18, 1923.					
LARD—	Dec.	12.00	12.10	11.97	12.10
CLEAR BELLIES—	Dec.	nominal	12.05-07		
SHORT RIBS—	Jan.	9.75	9.75	9.70	9.75
WEDNESDAY, DECEMBER 19, 1923.					
LARD—	Dec.	12.12	12.17	12.12	12.17 ax
CLEAR BELLIES—	Jan.	nom. 10.25			
SHORT RIBS—	Jan.	nom. 10.25			
THURSDAY, DECEMBER 20, 1923.					
LARD—	Dec.	12.67			
CLEAR BELLIES—	Jan.	10.20 ax			
SHORT RIBS—	Jan.	9.80	9.80	9.75	9.75 ax

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, December 20, 1923, with comparisons, follows:

Week ending	Prev. week.	Cor. week.
Dec. 20.	22,595	19,222.
Armour & Co.	15,157	9,141.
Anglo-Amer. Prov. Co.	25,520	32,645.
Swift & Co.	15,729	19,660.
G. H. Hammond & Co.	31,272	27,490.
Morris & Co.	13,344	13,400.
Wilson & Co.	19,100	20,300.
Boyd-Lunham & Co.	8,296	7,700.
Western Pkgs. Prov. Co.	8,352	8,235.
Roberts & Onko.	10,189	5,600.
Miller & Hart.	8,352	10,189.
Independent Packing Co.	6,750	7,738.
Brennan Packing Co.	8,188	7,758.
William Davies Co.	700	2,100.
Agar Packing Co.	825	1,057.
Others	3,000	3,500.
Total	193,861	208,238.
		127,600.

CHICAGO RETAIL FRESH MEATS

Beef.

No. 1.	No. 2.	No. 3.
Rib roast, heavy end.	30	28
Rib roast, light end.	40	32
Chuck roast.	20	18
Steaks, round.	40	30
Steaks, sirloin, first cut.	45	38
Steaks, porterhouse.	70	55
Steaks, flank.	28	25
Beef stew, chuck.	18	15
Corned briskets, boneless.	22	20
Corned plates.	14	12
Corned rumps, boneless.	25	22

Lamb.

Hindquarters	Good.	Com.
Legs.	40	25
Stews.	42	28
Clops, Shoulder	12½	13
Chops, rib and loin.	28	26
Chops, rib and loin.	50	..

Mutton.

Legs.	22
Stew.	12½
Shoulders.	20
Butts.	12
Spareribs.	13
Hocks.	12
Leaf lard, unrendered.	14

Pork.

Loins, whole, 8@10 avg.	..18	@20
Loins, whole, 10@12 avg.	..16	@17
Loins, whole, 12@14 avg.	..15	@16
Chops.	20	22
Shoulders.	12½	10
Butts.	12	10
Chop skins.	13	12
Kips.	12	12
Deacons.	12	12

Veal.

Bibs.	Sacks.
Double refined saltpetre, gran., L. C. L.	6% 6%
Crystals.	7½ 7½
Double refined nitrate of soda, f. o. b.	
N. Y. & S. F., carloads.	4½ 4½
Less than carloads, granulated.	4½ 4½
Crystals.	5½ 5½
Kegs, 100@130 lbs., 1c more.	
Boric acid, in carloads, powdered, in bbls.	10
Crystal to powdered, in bbls., in 6-ton lots or more.	10½ 9½
In bbls. In less than 5-ton lots.	10½ 10
Borax, carloads, powdered, in bbls.	5½ 5½
In ton lots, gran. or powdered, in bbls.	5½ 5½
Salt.	
Granulated, car lots, per ton f. o. b., Chicago, bulk.	\$8.30
Medium, car lots, per ton, f. o. b., Chicago,	
bulk.	8.80
Rock, car lots, per ton, f. o. b., Chicago.	6.00
Sugar.	
Raw sugar, 90 basis.	7.25
Second sugar, 90 basis.	6.50
Syrup, testing 63 to 65 combined sucrose and invert.	35
Standard, granulated, f. o. b., refinery (net).	8.00
Plantation, granulated, f. o. b., New Orleans (less 8 per cent).	8.50
White clarified, f. o. b., New Orleans (net).	7.88
Yellow clarified, f. o. b., New Orleans (net).	7.75

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.
Carcass Beef.

	Week ending	Cor. week,
Prime native steers.	Dec. 18	1923 1/2
Good native steers.	18	21
Medium steers.	12	16
Heifers, good.	13	18
Cows.	8	12
Hind quarters, choice.	25	27
Fore quarters, choice.	15	18

Beef Cuts.

	Week ending	Cor. week,
Steer Loins, No. 1.	36	44
Steer Loins, No. 2.	33	42
Steer Short Loins, No. 1.	47	40
Steer Short Loins, No. 2.	42	39
Steer Loin Ends (hips).	28	27
Steer Loin Ends, No. 2.	27	28
Cow Loins.	12	13
Cow Short Loins.	20	18
Cow Loin Ends (hips).	18	16
Steer Ribs, No. 1.	27	34
Steer Ribs, No. 2.	24	28
Cow Ribs, No. 1.	23	22
Cow Ribs, No. 2.	19	17
Cow Ribs, No. 3.	9 1/2	9
Steer Rounds, No. 1.	14	15
Steer Rounds, No. 2.	13 1/2	14
Steer Chuck, No. 2.	11 1/2	10
Cow Rounds.	9	11
Cow Chuck.	7	8
Steer Plates.	9	8 1/2
Medium Plates.	8 1/2	9
Briskets, No. 1.	12	12
Briskets, No. 2.	12	12
Steer Navel Ends.	5	6
Fore Shanks.	5	4 1/2
Hind Shanks.	4 1/2	3 1/2
Rolls.	18	18
Strip Loins, No. 1, boneless.	60	55
Strip Loins, No. 2.	55	45
Strip Loins, No. 3.	15	12
Sirloin Butts, No. 1.	34	39
Sirloin Butts, No. 2.	28	29
Sirloin Butts, No. 3.	18	17
Beef Tenderloins, No. 1.	70	65
Beef Tenderloins, No. 2.	60	55
Kump Butts.	17	18
Flank Steaks.	17	17
Boneless Chuck.	8	8
Shoulder Clods.	15	13
Hanging Tenderloins.	8	8
Trimmings.	8	8

Beef Products.

	No. 1/2.	No. 1.	No. 2.	No. 6.
Brains, per lb.	8 1/2 @ 10	7 @ 9		
Hearts.	3 1/2 @ 4	4 @ 6		
Tongues.	29 @ 30	28 @ 30		
Sweetbreads.	38 @ 39			
Ox-Tail per lb.	7 @ 10	6 @ 9		
Fresh Tripe, plain.	4 @ 5			
Fresh Tripe, H. C.	6 1/2 @ 6 1/2			
Livers.	6 @ 8	6 @ 9		
Kidneys, per lb.	8 1/2 @ 8			

Veal.

	9 @ 10	7 @ 9
Brains, each.	9 @ 10	7 @ 9
Sweetbreads.	46 @ 56	65 @ 68
Calf Livers.	33 @ 35	23 @ 30

Lamb.

	@ 25	@ 26
Choice Lambs.	@ 23	@ 24 1/2
Medium Lambs.	28	29
Choice Saddles.	28	29
Medium Saddles.	29	28
Choice Fore.	20	24
Medium Fore.	18	22
Lamb Fries per lb.	30	23
Lamb Tongues, each.	13	18
Lamb Kidneys, per lb.	25	25

Mutton.

	@ 9	@ 7 1/2
Heavy Sheep.	13	13
Light Sheep.	10	10
Heavy Saddles.	10	10
Light Saddles.	16	16
Heavy Forces.	6	9
Mutton Legs.	11	11
Mutton Loins.	10	8
Mutton Stew.	8	8 1/2
Sheep Tongues, each.	13	8
Sheep Heads, each.	10	10

Fresh Pork, Etc.

	18 @ 19	18 @ 19
Dressed Hogs.	12 @ 13	14 @ 14
Pork Loins, 8@18 lbs. avg.	13 @ 14	11 @ 12
Leaf Lard.	12 1/2 @ 13	11 @ 12
Tenderloin.	33 @ 40	
Spare Ribs.	7 1/2 @ 7 1/2	11 @ 11
Butts.	9 1/2 @ 9 1/2	13 @ 13
Hocks.	9 1/2 @ 9 1/2	11 @ 11
Trimming.	6 1/2 @ 6 1/2	7 1/2 @ 7 1/2
Extra lean trimmings.	8 1/2 @ 8 1/2	12 1/2 @ 12 1/2
Tails.	11 @ 11	8 @ 8
Snots.	7 @ 7	5 @ 5
Pigs' Feet.	4 @ 4	6 @ 6
Pigs' Heads.	6 @ 6	6 1/2 @ 6 1/2
Blade Bones.	7 @ 7	12 1/2 @ 12 1/2
Blade Meat.	11 1/2 @ 11 1/2	6 1/2 @ 6 1/2
Check Meat.	6 @ 6	4 @ 4
Hog Liver, per lb.	4 1/2 @ 4 1/2	3 1/2 @ 3 1/2
Neck Bones.	3 @ 3	3 @ 3
Skinned Shoulders.	9 @ 9	13 @ 13
Pork Hearts.	5 @ 5	4 1/2 @ 4 1/2
Pork Kidneys, per lb.	5 @ 5	7 @ 7
Pork Tongues.	9 @ 9	14 @ 16
Slip Bones.	9 @ 9	9 @ 9
Tail Bones.	9 @ 9	8 @ 8
Brains.	12 @ 12	10 @ 10
Back fat.	6 1/2 @ 6 1/2	12 @ 12
Hams.	9 @ 9	11 1/2 @ 11 1/2
Calas.	16 @ 16	19 @ 19
Bellies.		

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.	23 1/4
Skinned regular hams, 12@16 lbs.	20 1/2
Picnics, 6@8 lbs.	20
Standard bacon, 8@12 lbs.	17 1/2
Standard bacon, 4@8 lbs.	18
Standard bacon, 12@14 lbs.	17 1/2
Standard bacon strips, 6@7 lbs.	18 1/2
Cooked hams, choice, skin on, surplus fat off, smoked.	23 1/2
Cooked hams, choice, skinned, surplus fat off, smoked.	23 1/2
Cooked hams, choice, skinless, surplus fat off, smoked.	23 1/2
Picnics, skin on, surplus fat off, smoked.	23 1/2
Picnics, skinned, surplus fat off, smoked.	23 1/2
Loin roll.	23 1/2

DRY SALT MEATS.

Extra short clears.	10
Extra short ribs.	10
Short clear middles, 60-lb. avg.	10 1/2
Clear bellies, 14@16 lbs.	10 1/2
Clear bellies, 18@20 lbs.	10 1/2
Clear bellies, 20@30 lbs.	10 1/2
Rib bellies, 20@25 lbs.	10 1/2
Rib bellies, 25@30 lbs.	10 1/2
Fat backs, 10@12 lbs.	11 1/2
Fat backs, 12@14 lbs.	12 1/2
Fat backs, 14@16 lbs.	12 1/2
Regular plates.	9 1/2
Butts.	8 1/2

CANNED MEATS.

	No. 1/4.	No. 1.	No. 2.	No. 6.
Corned beef.	\$2.35	\$4.00	\$13.00	
Roast beef.	2.35	4.50	15.00	
Roast mutton.	2.40	4.75	16.50	
Sliced dried beef.	1.85	4.00		
Ox tongue, whole.		17.50	56.00	
Lunch tongue.	2.85	4.70	9.50	34.50
Corned beef hash.	1.50	2.75	4.25	
Hamburger steaks with onions.	1.50	2.25	4.25	
Vienna style sausage.	1.15	2.25	4.15	
Veal loaf, medium size.	2.00			
Clear plate pork, 30 to 45 pieces.	26.00			
Clear plate pork, 50 to 60 pieces.	23.00			
Clear plate pork, 20 to 35 pieces.	22.75			
Clear plate pork, 35 to 45 pieces.	22.75			
Bean pork.	21.60			
Brisket pork.	21.00			
Plate beef, 200-lb. barrels.	17.50			
Extra plate beef, 200-lb. barrels.	18.50			

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.	22
Country style sausage, fresh, in link.	14
Country style sausage, fresh, in bulk.	13
Country style sausage, smoked.	16
Mixed sausage, fresh.	12 1/2
Frankfurts in pork casings.	13 1/2
Frankfurts in sheep casings.	13 1/2
Bologna in beef bungs, choice.	14 1/2
Bologna in cloth, paraffined, choice.	14
Liver sausage in hog bungs.	16
Liver sausage in beef rounds.	16
Head cheese.	10
New England luncheon specialty.	11
Liberty luncheon specialty.	22
Minced luncheon specialty.	17
Tongue sausage.	6 1/2
Blood sausage.	15
Polish sausage.	14 1/2
Souse.	14

DRY SAUSAGE.

Cervelat, choice, in hog bungs.	46
Cervelat, new condition, in hog bungs.	45
Cervelat, new condition, in beef middles.	45
Thuringer Cervelat.	20
Farmer.	24
Holstein.	22
B. C. Salami, choice.	41
Milano Salami, choice, in hog bungs.	41
B. C. Salami, new condition.	40
Frisses, choice, in hog middles.	38
Genos style Salami.	51
Peperoni.	29
Mortadella, new condition.	20
Capocola.	46
Italian style hams.	36
Virginia style hams.	36

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.	5.75
Large tins, 1 to crate.	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.	7.00
Large tins, 1 to crate.	8.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.	6.50
Large tins, 1 to crate.	7.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.	6.00
Large tins, 1 to crate.	7.00

Regular tripe, 200-lb. bbl.	14.00
Honeycomb tripe, 200-lb. bbl.	14.00
Pocket honeycomb tripe, 200-lb. bbl.	18.00
Pork feet, 200-lb. bbl.	15.50
Pork tongues, 200-lb. bbl.	53.00
Lamb tongues, long cut, 200-lb. bbl.	48.00
Lamb tongues, short cut, 200-lb. bbl.	55.00

Regular tripe, 200-lb. bbl.	14.00
Honeycomb tripe, 200-lb. bbl.	14.00
Pocket honeycomb tripe, 200-lb. bbl.	18.00
Pork feet, 200-lb. bbl.	15.50
Pork tongues, 200-lb. bbl.	53.00
Lamb tongues, long cut, 200-lb. bbl.	48.00
Lamb tongues, short cut, 200-lb. bbl.	55.00

LARD (Unrefined).

Prime, steam, cash, tierces.	12.80
Prime, steam,	

Retail Section

Cleveland Dealers Get an Earful

Fighting Secretary Tells Them Some of Their Worst Faults—Boost for the Accounting System

An "Educational Night" was held by the Cleveland Retail Meat Dealers' Association on December 16. There was a large attendance of members and non-member retailers; also many employees were present and got the benefit of the experiences and advice given by the speakers.

The feature of the meeting was a straight-from-the-shoulder talk by the fighting secretary, Fred A. Hecht, in which he told the butchers a lot of their faults. If there is not a lot more interest in association work in Cleveland this year it will not be because the retailers don't know what's wrong with them!

President Kroh opened the meeting with a few words of welcome to the many meat dealers and their employees who availed themselves of the opportunity of being present.

The discussion took up the conduct of the meat market. The first thing was the opening of it in the morning. President Kroh impressed all present that it was very essential to open the market on time, whatever the hour might be. It is well known that, losing an hour in the morning, you are all day hunting for it.

The next speaker was William Moellerling, who spoke very forcibly concerning the weighing of meats received as well as sold; also, how a bad habit is formed by using excessive amounts of paper and string in putting up an order. Likewise leaving electric lights burning when unnecessary; neglecting to close cooler doors properly, thereby causing a great deal of refrigeration waste; and many other points were touched whereby all who were present were well repaid for the time spent at the meeting.

How to Sell Meats.

The next subject, "Courtesy" and "Displaying of Meats," was taken up by second vice-president Robert Wagner, who made a splendid talk on how important it was to display meats properly. He said that many a customer, at first not seeing a piece of meat cut up and displayed, would say she did not think she would like that particular cut, but when the same piece of meat was cut and properly displayed, it sold readily.

Courtesy is one of the most important factors in conducting a retail market that is so often neglected. Avoid such uncourteous acts as using your apron for a handkerchief; your counter and meat blocks as a cigar and cigarette receptacle; your bone and tallow boxes as cuspids; and many other things equally as bad, that are often times done without thought by many a meat dealer. They are not appreciated by the average customer that comes in to patronize him. Mr. Wagner has traveled in every country of the globe, and the message he brought to the meat dealer was one of value.

One of the oldest and most faithful members, as well as a retail meat dealer, spoke on many points of interest that the previous speakers had not touched upon; one in particular that in a place that he had visited during his vacation he found a retail meat shop where an entire fore-quarter had been so neglected that the man was obliged to pay somebody to take it away and bury it. And of many other wasteful methods showing neglect and mismanagement, the cause for a large percentage of loss on his balance sheet.

The next speaker, the master of arms of the national association, known as "3 Bees," Big Bill Bauer, who conducts one of the largest hotel, marine, hospital and restaurant supply houses, spoke on his visit to the Stock Show and the purchase of several carloads of prize cattle that he had made and would have for sale within a short time. He also mentioned the importance of a meat dealer making tests of different cuts, thereby gaining valuable knowledge concerning the profits he is making.

Past President Spoke.

One of the most agreeable surprises was the visit of past president A. A. Wagner, who spoke on many marketing conditions of the past that are so much better today, and nothing pleased him more than to spend the evening with the boys who have been his friends for many years.

As the time approached the closing hour, President Kroh stated that inasmuch as he spoke of the importance of opening your market on time, and having your employees be there on time, it was equally as important to close on time and let your employees go home on time. He also spoke on his recent visit to Chicago, attending the Live Stock Show, and of spending pleasant days with the many friends he has in Chicago, and how royally he was received at the Chicago Retail Meat Dealers' Association.

President Kroh spoke on the exhibit that the Department of Agriculture had, as well as the Institute of American Meat Packers, as being one of the best educational features that any meat dealer, as well as consumer, could ever attend and see. He agreed to practically everything as leading up to the time when we would

More About Book-keeping

In his speech at Cleveland, reported on this page, Fred A. Hecht told what the Retailers' Accounting System had done for him. He rightly said that the retailer's failure to keep books was one of his worst sins.

Next week in THE NATIONAL PROVISIONER another report on this retail book-keeping investigation will be given by Dr. Horace Secrist, who has charge of the work.

See who the successful retailers are, and who are the failures! And why!

get better cattle, hogs and sheep for our markets in the future. However, he strongly believes that it is a waste of time and feed to produce cattle that have an overabundance of fat, whereby much labor and waste of feed is put into a bullock, that leads only to the final place of some rendering works, and that he would recommend that the Department of Agriculture should concentrate their efforts on a bullock with a proportionate amount of fat and not excessive.

Hecht Stirs Things Up.

Secretary Fred A. Hecht then said: "In my last letter to members I said, 'Remember these words! Cleveland is going to have the best Retail Meat Dealers' Organization in the United States through Fred A. Hecht.' I am going to step on some of your toes, but I fear no one."

"I am going to clean up the rotten conditions that now exist in the retail meat trade in this city, and you can put this in your hat, that no man can buy me; if anyone offered me a million I would not try to harm another meat dealer in business or out of business. I am for righteousness.

What Is an Association For?

"One day my father passed a member's place, and this member asked him why he didn't join the Association, and my father asked him what the Association was good for, and this member said, 'Oh, you can have a good time.' That's all this Association was good for until a year or so ago; then there started to be a change. I made up my mind that I would put this Association up in the world where it should be, of if I couldn't accomplish that I would quit.

"They claimed that I caused the greatest upheaval in the history of this Association at last Monday night's meeting, when I told the members the hard truth, that if they didn't change and get a paid secretary who could go out through the city to the butchers and make a hundred changes, that I was done with them.

"Look at all the different things this Association could accomplish; no wonder it is hard to get members. But now we have a bunch of young fellows as officers for the coming year and I vouch that things are going to hum soon. I am going to take this organization apart and then put it together again. What we need is a new set of by-laws and some new fighting blood. The old fellows say that there is no stick-together with the retailers; now I am going to prove there is.

"Meat cutters, listen to this: When you work for a meat dealer you want the highest wages. Now, when you open a shop, you slash the bottom out of the prices. What is the result? Countless things happen. One is this: Since the May telephone book was printed I have had address plates made of all the names under "Meat Markets" in the back of the book. What has happened? Twenty-nine letters and postcards came back, with the wordings, 'Out of business,' 'Run away,' 'Left the city,' 'Bankrupt,' 'Removed.'

"You know you can't work for nothing. Just study that example of the cutting test of 18c beef and see if you can make it cheaper.

Fate of the Price Cutters.

"Also, you are in your prime, and you practice these dirty tricks so many years and when you are old you have nothing. Just take the case of one man, who used to sell cheaper than you could buy. He is old now and blind; he has no money and he must walk around in his pitiful condition and sell for a wholesaler.

"Another man used to have his window counters piled two feet high with meat and the shop was always packed. One man told him if he did his business he would buy a couple of houses every year. What happened? After years of work, when he retired, he was broke. And this man did not dissipate, either. He lost his money by wrong methods."

"Also, don't be under the impression that when you cut the bottom out of things that you are not changing the good conditions. There is a telling effect all over. It is felt by all."

"I will now talk bees to you. If any of you ever kept bees you know how harmony exists in the hive, but when the bees start to robbing each other, what happens? They weaken another swarm to such an extent that eventually that swarm dies out. It is the same way in business. Why can't you have peace and harmony?"

The Value of Harmony.

"This is the first time we have had a decent competitor. Carl Olsen is the man, and we are friends. Do you know what happened on Thanksgiving? Just before that day I put Carl wise to the churches raffling poultry, and Carl asked me if we were going to be open Thanksgiving morning; he said he was going to close. I said I would not be home, as I was going hunting at 2:30 a. m., but that probably my father would open a couple of hours. I told my father that Carl was going to close all day, and what happened? This is the first time my father ever kept the shop closed the whole day. See what it means to have harmony?"

"Dont' think that we haven't had our share of the dirty work. My father has

(Continued on page 51.)

LOCAL AND PERSONAL.

The Handley Meat Market in Ponca City, Okla., has been extensively remodeled.

Horace Milan has opened the West End Meat Market in Columbia, Tenn.

R. Vandamme has opened a meat market in Santa Clara, Cal.

Homer Freeling has purchased the interest of Henry Cotton in the City Meat Market, Harrison, Ark.

The Frisco Packinghouse Market has been opened in Salina, Kans.

George Roman has opened a meat market in Norfolk, Neb.

Two new meat markets are in prospect for Arkansas City, Kans. One will be opened by Kreichelt & King and the other by D. C. Jacoby.

Mr. and Mrs. Gill Snyder have sold their meat market in Sherwood, Ohio.

The Standard Meat Market Company has opened a new market at 2635 West Michigan St., Indianapolis, Ind.

Cohen & Levy have sold their grocery and meat market in Ansonia, Conn., to Mikelenas and Bagomas.

Harley Moore has opened a new meat market in Circleville, Ohio.

A new meat market has been installed at 220 W. Sixth Ave., Topeka, Kans., by H. T. Freese and H. M. and J. Emory.

J. A. Wilson has purchased the Pioneer Meat Market in Suisun, Cal.

"Jim" Binds has opened a meat market in Farrell, Pa.

H. A. Hager and J. F. Eddy have opened a new meat market in Kenton, O.

Davis Brothers, who have been conducting a grocery business in Kewanee, Ill., have purchased the meat department in their store from Moritz Roth.

A new meat market has been opened in Duquesne, Pa., by Michael Mosko.

Melvin Routh has sold his meat business in Barnesboro, Pa., to Boby Brothers.

Robert Berkey has sold his meat market in Somerset, Pa., to Levi Lee.

Ewell Hoover and Price White have sold their meat market in Versailles, Ky., to N. Stadelman.

Albert and J. W. Augustave have



HAND FORGED ON THE ANVIL FROM DOUBLE SHEAR STEEL

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Standard of the World

1923

THE BEST TODAY

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Sole American Agents

H. BOKER & CO., Inc., NEW YORK, N. Y.

opened a new meat market in Auburn, Wash.

Chas. Hein and Son have been reestablished in the meat business in Camas, Wash.

Charles Dale has opened a meat market at N218 Howard street, Spokane, Wash.

John C. and Wm. S. Kiefer have opened a new meat market in Bozeman, Mont.

John McGlashan and F. J. Ritchie have opened another meat market in Vancouver, B. C.

E. A. Banzer has bought the La Center, Wash., meat market.

Jack Young has opened a meat market in Oakdale, Cal.

Tobe Boone has sold his meat market in Oakdale, Cal. to the Oakdale Mercantile Co.

Wm. Grimm has sold his meat market in Garrison, Ia., to L. R. Irons.

The Richards meat market in Muscatine, Ia., has been sold to Butz and Shellbarger.

The City Grocery and Meat Market has been incorporated in Winnebago, Minn., with a capital stock of \$10,000, by Edgar J. Dillon, Nathan Dillon and Frank W. Dillon.

C. C. Melander has sold his interest in the meat business at Deshler, Neb., to his partner, Louis Koerwitz.

Valley Brothers have bought the meat market in Plattsburgh, Neb.

Anton F. Nitsch has opened a meat market in Minto, N. D.

Sam Schur has sold an interest in his meat and grocery business in Oconto Falls, Wis., to Arthur Marcouiller.

W. E. Motley has bought the Dixon meat and grocery store in Richmond, Wis.

Will Zimmel has opened a new meat market in Viborg, S. D.

Wm. B. Musgrave has sold his meat market in Gloversville, N. Y. to John E. and Myron Frasier.

G. H. Ward has reopened his enlarged meat market in the city market, Houston, Tex.

United Meat Stores has opened another store in Reading, Pa.

W. R. Van Vlear has bought the Palace Meat Market in Modesto, Cal.

Von's Public Market has added a meat department to its Lankersheim, Cal., store.

W. A. Benson has opened a meat market in Superior, Ariz.

The Hopely market in Elko, Nev., has moved to its new quarters on Idaho street.

Percy Sellman and Francis Olson have purchased a meat market in Battle Creek, Iowa.

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For Samples and Prices, write

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BOSTON**

MASS.

C. E. Amos and A. W. Rodenburg have bought the Moles meat market in Warrensburg.

C. H. Carson has engaged in the meat and grocery business at Wellington, Kans.

Wm. and Dick Burnett have opened a meat market at 1907 W. 10th avenue, Topeka, Kans.

T. F. Keeven has sold his meat business in Nortonville, Kans. to Ralph T. Fitzmaurice.

Ray J. Smith has purchased the Topeka Market of the late S. G. Mullin at 1415 W. Euclid avenue, Topeka, Kans.

The Wolf Meat Market in Larnel, Kans. has been sold to Swartz & Zillgitt.

Wm. Hooper has opened a meat market in Girard, Kans.

C. M. Clark has sold his meat market and grocery store at 590 Jefferson avenue, Grand Rapids, Mich. to Sagelman and Kroon.

Ben Dobin and others have purchased the Franklin Meat Market at 8594 Russell street, Detroit, Mich.

Bob's Meat Market has been opened at 526 E. Harrison street, Portland, Ore. by R. E. Maloney.

A new meat market has been opened at Fair Oaks, Cal. by Fehr & Retledge.

CLEVELAND RETAILERS' DANCE.

The dance given by the Cleveland Retail Meat Dealers Wednesday night, Dec. 12, was successful, in spite of the bad weather. One thousand pounds of ham were given away at the dance.

New York Section

A. E. Petersen, vice-president, Wilson & Co., Chicago, was a visitor to the city this week.

Jay C. Hormel of George A. Hormel & Co., Austin, Minn., was in New York to meet Mrs. Hormel, who arrived from Europe on the Cedric.

M. G. Middaugh, head of the branch house department, Swift & Company, Chicago, spent a few days in New York this week with his old friend, George Edwards.

Prices realized on Swift & Company's sales of carcass beef in New York City for week ending December 15 on shipments sold out, ranged from 11 cents to 21 cents per pound, and averaged 15.79 cents per pound.

Frank J. Fulton, well-known in the vegetable oil industry, will hereafter specialize as an independent broker in cottonseed oil on the New York Produce Exchange. He will have offices both in the New York Produce Exchange and in the Cotton Exchange building.

Visiting Armour and Company's New York offices this week were President F. Edson White, P. D. Armour, L. H. Armour, President C. H. McDowell of the Armour Fertilizer Works, W. H. Raymond and T. J. McCormick of the Armour Soap Works, Chicago.

The linens and jewelry which were exhibited by Betty Walpert at the studio of Mr. Daniel Frohman on November 7th, at which Mrs. Oliver Harriman was hostess, are being offered for sale during the month of December at the National Stage Woman's Exchange, 43 West 47th street. The Exchange, which helps care for the needy of the theatrical profession, will receive the benefit of part of the proceeds.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending December 15, 1923: Meat.—Manhattan, 708 lbs.; Brooklyn, 51 lbs.; Bronx, 78 lbs.; Queens, 29 lbs.; total 866 lbs. Fish.—Manhattan, 7,315 lbs. Poultry and Game.—Manhattan, 127 lbs.; Queens, 80 lbs.; total 207 lbs.

Fred Hirsch, business manager of the Bronx Branch, United Master Butchers of America, with Mrs. Hirsch was invited on last Tuesday evening to a dinner at the home of President and Mrs. R. Schumacher to pass judgment upon the results obtained by using the new steam cooking device, and to renew acquaintance with

Mrs. Schumacher's brother, Mr. Val Paul. In the cooking apparatus the gas is supposed to be turned on until twenty pounds is reached, but Mrs. Schumacher decided to do some experimenting and allowed the pressure to reach twenty-six pounds, when the machine blew off, emitting a sound similar to a whistle on a peanut stand.

The New York Group of the National Butchers' & Packers' Supply Association held a very enthusiastic meeting on Monday evening and the following were very much interested in the various subjects discussed: R. H. Forschner, C. E. Wicke, Leo Brand, Herbert Lorenz, D. F. Lorenz, H. C. Smith, Dan Schnebel, John Canvasser; the newly elected members, Hess Brothers, represented by Sidney and Milton Hess; R. W. Neburger, Leo Trilling and Jack Smith. Arthur Daemicke of Chicago and national secretary H. L. Pfeiffer were visitors. Messrs. Brand and Pfeiffer made addresses on current matters. The convention was thoroughly discussed and from present indications there will be a big attendance from New York, and it is possible a car will be chartered.

A meeting of the New York members of the board of directors of the National Butchers' & Packers' Supply Association was held last Monday afternoon. The convention, which is to be held in Cincinnati, Ohio, with headquarters at Hotel Gibson, on January 24-25, 1924, immediately following and in conjunction with the fixture manufacturers' convention, was the principal topic, together with matters to be taken up and discussed looking to further better trade conditions and to cement the bond of friendship between the members which was inaugurated at Atlantic City last June. Two new members, one regular and one associate, have been admitted to membership. President C. E. Wicke and R. E. Ottenheimer of Baltimore, Md., will leave early to attend the fixture convention, while it is expected a large delegation from the New York group will leave later.

The Hofco Fellowship club of New York, in conjunction with the J. S. Hoffman Co., Inc., will hold a banquet and dance at the new Empire Hotel this Saturday evening, December 22. This event is looked upon as one of the biggest affairs ever attempted by the Hofco Fellowship Club. They will have as guest Mr. J. S. Hoffman of Chicago, and as toastmaster Mr. Leonard Obermeier. At the last meeting the following candidates were elected and initiated: L. Lesser, L. Ottenberg, N. Neibert, M. Ganz and F. J. Kleeman. The officers for the year 1924 were elected as follows: President, Irving Myers, vice-president; Charles Levy; treasurer, Ben Levy; secretary, Miss Olga

Rones; trustee for three years, M. Blumberg.

AN EDUCATIONAL MEETING.

Another big educational meeting was held at Ye Olde New York Branch, United Master Butchers, on Tuesday evening. The program was the most varied and instructive of any meeting ever held, the attendance taxing the capacity of the meeting room.

Some of the visitors of the evening were Joseph Eschelbacher, of the Washington Heights Branch; Aaron Roth and J. Apple, president Hudson County Branch, and Dr. Joseph Mark.

A most interesting lecture was delivered by Doctor Mark, an expert on dietetics and foot diseases, in which he outlined in detail the causes of flat feet and the best methods of cure. He gave the opinion that obesity was probably the biggest cause of foot troubles for which he advised a diet of lean meat, with what was termed a five per cent vegetable combination. He emphasized the absolute necessity of the human body having fresh food for the system to promote the best health, and that flat feet and other such ills were due to physical weaknesses due to an unbalanced diet. He advocated certain exercises for strengthening the feet, and pointed out that proper fitting shoes and stockings which gave ample room were large factors in overcoming foot troubles.

Aaron Roth, of the Hudson County Branch, and a member of the board of directors of the United Butchers Fat Rendering Co., spoke at length on the progress of the new venture. Mr. Roth pointed out forcibly the possibilities of this plant, stating that they had got an excellent start and the business was increasing daily. Mr. Roth urged the support of the New York butchers to this company.

A Test on Rib Roasts.

A meat cutting demonstration was the big feature of the meeting.

In the bulletin of Dec. 18th the following question was asked: "Did your employee ever come to you and ask, 'What shall I charge Mrs. Brown for this sixth, seventh and eighth cut of rib roast beef?' After handling and cutting so many ribs of beef it may surprise you to know there is a combination of forty-five rib cuts in a set of nine ribs."

The purpose of this demonstration was to show these forty-five cuts of ribs and ascertain the cost, which was done as follows:

President Kramer produced a nine-rib cut of roast beef, quality of which was judged as good. The rib roast was then cut into nine different cuts, of which the following percentages were obtained:

1st rib, 7%; 2nd rib, 8%; 3rd rib, 8%; 4th rib, 9%; 5th rib, 10%; 6th rib, 12%; 7th rib, 13%; 8th rib, 15%; 9th rib, 17%.

A blackboard demonstration was then given to show that there was a combina-

tion of 45 different cuts in a whole set of ribs, explaining that there were no two cuts alike. The following figures will show the approximate percentage of the combination of cuts in a set of ribs:

1	2	3	4	5	6	7	8	9
1	2	3	4	5	6	7	8	
1	2	3	4	5	6	7		
1	2	3	4	5	6			
1	2	3	4	5				
1	2	3	4					
1	2	3						
1								

2	3	4	5	6	7	8	9
2	3	4	5	6	7	8	
2	3	4	5	6	7		
2	3	4	5	6			
2	3	4	5				
2	3	4					
2	3						
2							

3	4	5	6	7	8	9
3	4	5	6	7	8	
3	4	5	6	7		
3	4	5	6			
3	4	5				
3	4					
3						

4	5	6	7	8	9
4	5	6	7	8	
4	5	6	7		
4	5	6			
4	5				
4					

5	6	7	8	9
5	6	7	8	
5	6	7		
5	6			
5				

6	7	8	9
6	7	8	
6	7		
6			

7	8	9
7	8	
7		

8	9
8	

9

The following illustration was given on how to figure to get the approximate cost of each rib:

Per cent	Per lb.	Cost of rib per lb.
17	.14	2.38
15	.20	3.00
13	.24	3.12
12	.28	3.36
10	.30	3.00
9	.34	3.06
8	.34	2.72
8	.36	2.88
7	.36	2.52
1	.0	....
100		26.04

If the dealers want to ascertain the cost on any combination of cuts, he can do so in the following way:

To find what the first fourth rib cost him, for instance, he can take the total amount of dollars and cents on the 4th rib, which amounts to 11.18, divide the percentage into that amount, which comes to 32%, which gives him a cost of 35c a lb. on the first four ribs.

TALKS TO THE RETAILERS.

(Continued from page 49.)

been on the same stand 35 years. We had to meet the wholesalers retailing, and in all those years there were a lot of dirty competitors who have come and gone. Just as soon as one rascal would go out of business another would start, and it was one continual battle. What have they gained? They only cut off their own nose, but it left an impression on us.

Don't Be Window Painters.

"And now you window painters: You should copy the big stores instead of imitating each other. The large stores never smear their windows with paint, but the little butcher spends a couple hours each day working the paint brush, which he uses more than he does the knife. You smear your windows full from top to bottom, and even on the looking glasses on the cooler with prices, and then the people come in and ask you the prices anyway. What are you gaining?

"I used to pass a place, and every time I passed he was out writing on the windows. I hardly ever saw anyone in his place, and he didn't last long. Look at the work he could have done inside. By this I mean you have to be an artist with your window painting, the same as in advertising; you know a lot of advertising is wasted effort.

Passing the Buck on Work.

"You all say, 'Why don't the Association do something?' Now, every one of you who have said that blame only yourselves for the conditions. Why didn't you start the ball a-rolling? You had the opportunity and plenty of them. So shut up.

"I asked one man why he never came up to the meetings, and he said, 'If you went to a show once and it was rotten, you would not go again.' I said, 'You are right.' Then he started in and ripped off a bunch of stuff that we should do. I stopped him and said, 'You're one of these fellows who holler so much but do the least. Why don't you come to the meetings and tell us?'

" Didn't I send out a letter last April and tell everyone to tell what they liked or disliked, and anything good or bad for us? What was the result? I received only four letters. I brought those letters up twice and there was no action. Why didn't some of the members act on them? You see everyone seems to be satisfied with conditions, but I am not and never was, and you are hearing from me now.

"You remember that great boycott with a big wholesale company years ago. My father told me of one man who stood up in the meeting and talked. The next day coming home from the market this wholesale company's wagon was standing in front of the man's market who talked so big; the next market day my father noticed the wagon in front of this man's place, and also the next market day. I said to father, 'That was your chance; if I saw anything like that maybe I wouldn't rip him up at the meeting; but you can only blame yourself.'

What Good Are Knockers?

"All you hear from some men is the failure of the tallow plant. Say, forget it. How do you get the experience if you don't make mistakes? What do they put erasers on pencils for? If we could get a group of men together again we could easily go through with it and show up the anvil chorus. Show me the man who is successful, and says that he never made a mistake. Boys, we have heard them laugh at us long enough; now is your chance to change the conditions. Have you got the guts do to it?

Be a Fair Competitor.

How cheap some men are in their business tactics. I go to bed every night at peace with my fellow-men, but some men

can't sleep good on account of their dirty consciences. They are out to squeeze the last drop out of their competitor if they can. What happens when you get older? It leaves the mark on you. You cannot take the money along with you.

"Sure, go out for the business, but be a sportsman. That is like when I go hunting with some fellows; they will shoot a rabbit sitting. I hate that man right away. He ought to stay home and shoot some tame rabbits in his back yard. I believe in giving the poor rabbit a chance; in the daytime he gets chased by the hunters and dogs, and at night the fox chases him. It's a hard life for him.

The wholesalers have nearly the same prices? Why? There is no wrangling there. But the little retailer, who has nothing, can give his stuff away. Why is there such a big difference in prices? Of course, some men should go out of business; they are in the wrong element. We need workers as well as bosses, instead of all bosses. Now I have always tried to find out what was a fair profit to get for the different cuts; some men work for other men, and when they open a place follow the trail of the former boss, without doing any thinking for himself to find out the why and wherefore of certain things. And so it goes down the line, from one man to another, and if you ask him what is a fair price he cannot tell you.

Value of Accounting Courses.

"I have taken the bookkeeping course for retail meat dealers, and it certainly is a dandy. I took up bookkeeping in college and know what I am talking about. I had a set of books, but this shows up what your costs are for every item. And the men who send in our reports every four weeks send us the story of our business. It tells what you are making or losing, and compares your figures with the average meat dealer.

"Now wake up and get this system. You wouldn't go out in a rowboat without any oars, would you? Well, what is happening in your business when you don't know what it costs you, and the percentage you are making or losing; if losing, you will get a move on you to correct the faults.

"Now, if you haven't got enough interest in your business to conduct it as it should be, you should get out. You cannot do modern business methods with the style of 30 years ago. It seems to me that the average retail meat dealer is a dumbbell; he knows it all, yet he knows nothing.

The System a Revelation.

"Try out this system for six months, and it will be a revelation to you. No, I am not trying to sell this system—I am not for sale—but I am speaking from actual experience, having tried this system since it was installed on April 23rd, having sent in eight reports, with five still to go. I have had an education, and most of you have not; therefore, listen to what I am saying. It is so simple.

"What would you think or do if you sent in your report and got a summary of the other reports, showing that the average cost for Cleveland dealers was 19c, and yours showed up to be around twice that; also that your stock turnover was around 3.0 and the average dealer's was 6.0? You would either step on the gas in your methods or quit.

Too Lazy to Keep Books.

"The whole trouble with most of you is you are too lazy to keep a set of books. You go at it hit or miss.

"And the best part of this system is you can tell in an instant what each thing cost; at the end of the period you can see just how many pounds of the different grades of meat you sold. Also when income tax time comes around you have your figures up to date; while the old way



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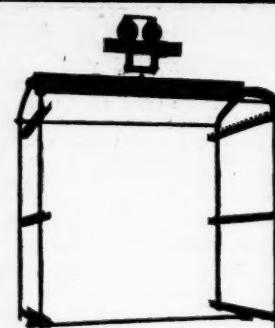
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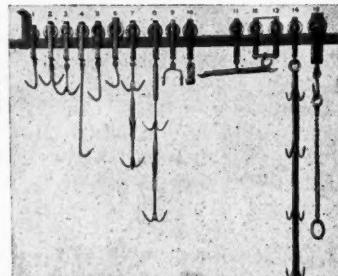
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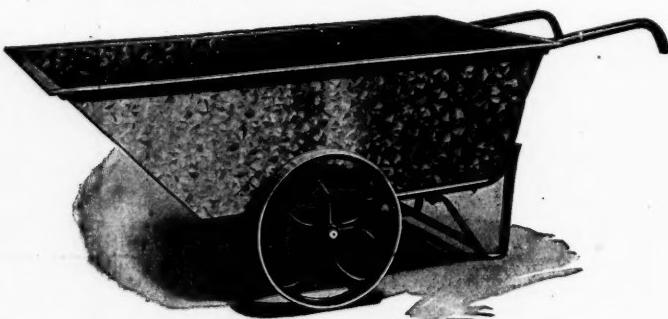
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you had to figure around for a week and hated the job. I could talk more, but I have said enough for you take the hint.

Retailing by the Wholesaler.

"The anvil chorus again yodels that we will never get the wholesaler to quit retailing. I say they will stop this practice, but we must go to the wholesaler in a decent way, not in a boycotting manner. The wholesaler and retailer are going to be friends, but I do not believe in trying to put anything over on the big man.

"You go to one wholesaler and tell him about the tactics of another wholesaler, but just as soon as the wholesaler with tactics you complain of cuts the price of hams $\frac{1}{4}$ c you flock to him. Why do you do it? One of the largest packers in the city told me he was with us; also, another who does retailing said that if the retailers stuck together they would give up their retailing.

"Our by-laws have it in their preamble to oppose with all the energy we possess the unbusinesslike and unrighteous practice in which some wholesalers engage, viz., the wholesaling of their goods to the retail merchants by retailing. Look at the great amount of energy the boys are expending to stop it. No wonder the conditions are getting worse daily.

"In the city of Milwaukee there is not one wholesaler retailing. Why? They have the best bunch of fighters down there. We could do the same here. Isn't it time you got together and cleaned up the conditions now existing?

"Isn't it nice when you buy from a wholesaler and then see some of the people who come in for five cents' worth of sausage, and ask you for trust when they are broke, go home from the slaughterhouse with a basketful of meat at practically the same price you pay the wholesaler for a hundred pounds, and the people pay the same price as you for one pound?

"Now, every one of you, am I hollering for someone else to do something without doing the leading part myself? All I ask is for you to support us. We only need a few fighters in this Association to accomplish things. You all know how it is in a ball game; it does not matter if you have the finest pitcher, if the team does not help support him, he is lost.

Value of the Association.

"Why do the big men in the retail trade believe in organization? Still you little fellows who need protection cannot see an Association that is out fighting for you."

"I'll tell you how good we are. Just a few weeks ago a man was killed and the State gave his family the sickly amount of \$150. What do we give you for your little \$10 dues? Your family gets \$100 death benefit. Also, when a member is sick the secretary has flowers sent to him.

"Another new feature, fostered by our president, is the employment bureau for members. When a member needs a man he calls up the secretary's office and the secretary gives him the names of the men he has on his waiting list. Also, when a meat cutter wants a job, he calls up the secretary, gives his name, address, telephone and former references. This is for members only.

"Now, what are we dealers organized for? Why, to protect ourselves from the wolves and coyotes who would do us harm. It has happened a couple of times already when a man would have a grievance he would join the Association, and the first thing he would do was to put in his grievance. Prior to him having his grievance you could talk your head off for him to join, but he could not see it.

"What can you do individually when the city council or the state legislature passes detrimental laws? But when you have a powerful Association back of you there will be a different story. Instead of waiting for them to pass unfair laws, let's go and pass some of our own laws

Pork Cleaver

Lamb Cleaver

Market Cleaver

When you realize that there are more FOSTER BROS. CLEAVERS

in actual use than any other brand, you appreciate what kind of tools they are, what satisfaction they render.

Properly designed, made of the finest materials, always consistent in quality, Foster Bros. Cleavers are favorites wherever butcher shops are known.

Buy them from your supply house.

THE BRAND IS FOSTER BROS.

JOHN CHATILLON & SONS
Established 1835
Manufacturers of Scales and Butchers' Supplies
85-99 Cliff Street NEW YORK CITY, N. Y.

Better Sausage and Mince Meat

assured by using

"DAY" Mixers

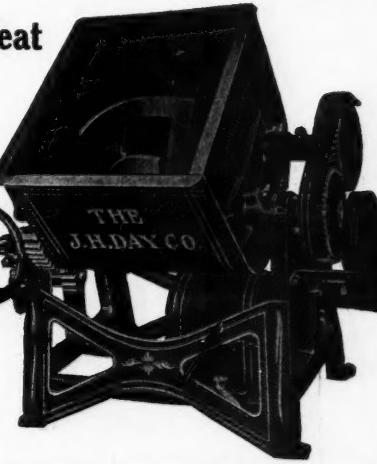
Safe - Efficient - Durable

Meat products of better flavor because of more thorough blending can be made with DAY MIXERS. Eliminate leakage and waste in your plant. Durably constructed for heavy duty, making the first cost the last. DAY mixers sold 20 years ago are still in service.

SEVEN SIZES—80 lbs. to 100 lbs.
Write for Details and Prices.

The J. H. Day Co., Cincinnati, O.

Offices in Principal Cities.



Thomson & Taylor Company

Recleaned Whole and Ground Spices for Meat Packers

CHICAGO, ILLINOIS

that are for the good of our trade. We should be on the offensive instead of on the defensive.

"I was wishing for a long time that Cleveland would get a bunch of detrimental and unfair laws. I wanted to have you get ripped up and down your backs and then you would wake up and be with the small group of faithful men who have kept this Association going.

"I have listened and kept my eyes and ears open for about three years, saying little, but now I have declared myself. Just look, last year in Milwaukee that fighting bunch of stickers knocked out 13 unfair bills in the legislature that were very drastic and unfair to the meat dealer. What would have happened here if you would have been under a deluge like that? Just by luck Cleveland has not had them; but New York, Chicago, Buffalo, Milwaukee and many other cities have.

"Now, I want to say to all you who are knockers, just keep your mouth shut about the Association doing nothing; it

only shows how little you have done. My wish tonight is that every retail meat dealer in this room who is not a member to join us. It is for your benefit; it goes down to the very bottom of your livelihood. Do you see any other Association fighting for your rights? A thousand times 'no.' And if you do not join, just consider yourself a quitter.

Now It Means Business.

"And last but not least, just remember this, that where the Association used to be only for good times, that is going to be the minor part from now on. We will have our yearly picnic, clam bake, smoker and public dance; those four amusements will be an institution with us; but the major part will be progress. We welcome criticisms and constructive ideas at all times. Now, after hearing me plead with you, are you going to help the good cause? I probably will not be with you very much longer, but while I am here I am fighting for you."

December 22, 1923.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium and heavy.....	9.00@ 9.75
Cows, canners and cutters.....	1.25@ 2.50
Bulls, bologna	4.25@ 4.75

LIVE CALVES.

Calves, veal, prime, per 100 lbs.....	13.50@13.75
Calves, veal, common to medium.....	8.00@12.00
Calves, veal, culs, per 100 lbs.....	6.00@ 7.50

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.....	14.00@14.25
Sheep, ewes, prime, 100 lbs.....	6.50@ 6.75
Sheep, ewes, common to good, 100 lbs.....	3.50@ 6.00

LIVE HOGS.

Hogs, heavy	7.00@7.35
Hogs, medium	7.65@7.75
Hogs, 140 lbs.....	7.65@7.75
Pigs, under 70 lbs.....	7.00@7.35
Roughs	5.75@6.75

DRESSED BEEF.

CITY DRESSED.	
Choice, native, heavy.....	20 @21
Choice, native, light.....	21 @22
Native, common to fair.....	16 @19

WESTERN DRESSED BEEF.	
Native steers, 600@800 lbs.....	17 @19
Native choice yearlings, 400@600 lbs.....	19 @20
Western steers, 600@800 lbs.....	13 @16
Texan steers, 400@600 lbs.....	11 @12
Good to choice heifers.....	17 @18 1/2
Common cows	@12
Common to fair cows.....	9 1/2@11
Fresh bologna bulls.....	8 @ 8 1/2

BEEF CUTS.

Western.	City.
No. 1 ribs	23 24 @26
No. 2 ribs	19 20 @23
No. 3 ribs	13 16 @19
No. 1 loins	32 30 @32
No. 2 loins	23 26 @29
No. 3 loins	13 22 @25
No. 1 hinds and ribs	26 @28 22 @27
No. 2 hinds and ribs	23 @24 20 @21
No. 3 hinds and ribs	19 @20 17 @19
No. 1 rounds	21 @22 15 @16
No. 2 rounds	14 @15 14 @14
No. 3 rounds	13 @14 12 @13
No. 1 chuck	14 @15 17 @18
No. 2 chuck	14 @15 15 @16
No. 3 chuck	7 @ 8 13 @14
Bologna	@ 6 9 @10
Rolls, reg., 6@8 lbs. avg.....	22 @23
Rolls, reg., 4@6 lbs. avg.....	17 @18
Tenderloins, 4@5 lbs. avg.....	60 @70
Tenderloins, 5@6 lbs. avg.....	80 @90
Shoulder clods	10 @11

DRESSED CALVES.

Prime	22 @24
Choice	21 @22
Good	21 @22
Medium	21 @22
Common	21 @22

DRESSED HOGS.

Hogs, heavy	@10%
Hogs, 180 lbs.	@10%
Hogs, 160 lbs.	@11%
Hogs, 140 lbs.	@11%
Pigs, 80 lbs.	@11%

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	23 @24
Lambs, poor grade	16 @22
Sheep, choice	15 @16
Sheep, medium to good	12 @14
Sheep, culs	9 @11

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	21 @22
Hams, 10@12 lbs. avg.....	20 @21
Hams, 12@14 lbs. avg.....	20 @21
Picnics, 4@6 lbs. avg.....	13 @14
Picnics, 6@8 lbs. avg.....	12 @13
Rollettes, 6@8 lbs. avg.....	14 @15
Beef tongue, light.....	35 @40
Beef tongue, heavy.....	43 @45
Bacon, boneless, Western	19 @20
Bacon, boneless, city	17 @18
Pickled bellies, 10@12 lbs. avg	13 @14

THE NATIONAL PROVISIONER

FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs. avg.....	15 @16
Fresh pork tenderloins.....	40 @45
Frozen pork loins, 10-12 lbs. avg.....	14 @15
Frozen pork tenderloins.....	35 @40
Shoulders, city, 10@12 lbs. avg.....	11 @12
Shoulders, Western, 10@12 lbs. avg.....	11 @12
Butts, boneless, Western.....	14 @15
Butts, regular, Western.....	12 @13
Fresh hams, city, 8@10 lbs. avg.....	17 @19
Fresh hams, Western, 10@12 lbs. avg.....	16 @17
Fresh picnic hams, Western, 6@8 lbs. avg.....	11 @12
Extra lean pork trimmings.....	10 @11
Regular pork trimmings, 50% lean.....	9 @10
Fresh spare ribs.....	10 @11
Raw leaf lard.....	14 @15

FANCY MEATS.

Fresh steer tongues, untrimmed.....	@30c	a pound
Fresh steer tongues, L. C. trim'd.....	@38c	a pound
Calves, heads, scalded.....	@65c	a piece
Sweetbreads, veal	@75c	a pair
Sweetbreads, beef	@60c	a pound
Beef kidneys	@16c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@23c	a pound
Oxtails	@16c	each
Hearts, beef	@ 7c	a pound
Beef hanging tenders.....	@22c	a pound
Lamb fries	@10c	a pair

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 60 to 65 lbs. to dozen, lb.....	28 @31
Western, 48 to 54 lbs. to dozen, lb.....	26 @28
Western, 43 to 47 lbs. to dozen, lb.....	25 @27
Western, 36 to 42 lbs. to dozen, lb.....	25 @27
Western, 31 to 35 lbs. to dozen, lb.....	25 @27

Fowls—Fresh—dry packed, corn fed—12 to box.	
Western, 60 to 65 lbs. to dozen, lb.....	25 @28
Western, 48 to 54 lbs. to dozen, lb.....	23 @26
Western, 43 to 47 lbs. to dozen, lb.....	22 @25
Western, 36 to 42 lbs. to dozen, lb.....	22 @25
Western, 31 to 35 lbs. to dozen, lb.....	22 @25

Fowls—Fresh—dry packed, corn fed—barrels.	
Western, dry packed, 5 lbs. and over, lb.....	20 @23
Western, dry packed, 4 1/2 lbs. each, lb.....	19 @22
Western, dry packed, 3 1/2 lbs. each, lb.....	15 @18
Western, dry packed, 3 lbs. and under, lb.....	13 @16

Old Cocks—Iced—dry packed—boxes or bbls.	
Western, dry picked, boxes.....	15 @16
Western, scalded, bbls.....	14 @15
Ducks—	
Long Island, frozen, per lb., bbls.....	27 @27 1/2

Squabs—	
White, 12 lbs. to dozen, per dozen.....	9.00@10.00
White, 10 lbs. to dozen, per dozen.....	7.00@ 8.00
Culls, per doz.....	1.00@ 1.50

LIVE POULTRY.

Broilers, via express	40 @42
Old roosters, via freight .....	....
Ducks, Western, via freight .....	....
Turkeys, via express	30 @32
Geese, via express	23 @26

Pigeons, per pair, via freight or express	@35
Guineas, per pair, via freight or express	@80

BUTTER.

Creamery, extra (92 score)	@54
Creamery, firsts	50 @53 1/2
Creamery, seconds	44 @46 1/2
Creamery, lower grades	41 @43

EGGS.

Fresh, gathered, extra fancy, per doz.....	54 @56
Fresh gathered, extra firsts	49 @52
Fresh gathered, firsts	44 @48
Fresh gathered, checks, fair to choice, dry	25 @29

SPICES.

Whole.	Ground.
Pepper, Sling., white	15 18
Pepper, Sling., black	11 14
Pepper red	17 21
Allspice	6 9
Cinnamon	12 16
Coriander	10 13
Cloves	38 43
Ginger	21 24
Mace	60 65

BUTCHER'S FAT.

Shop fat	@ 2 1/2
Breast fat	@ 4
Edible suet	@ 5 1/2
Cond. suet	@ 4 1/2
Bones	@25

GREEN CALFSKINS.

Klp.	H klp.
5-9 9 1/2-12 1/2	12 1/4-14 18 18
10-11 10 1/2-12 1/2	12 1/2-14 18 18
11-12 11 1/2-13 1/2	12 1/2-14 18 18
12-13 12 1/2-14 1/2	12 1/2-14 18 18

CURING MATERIALS.

In lots of less than 25 bbls.: Bbls

